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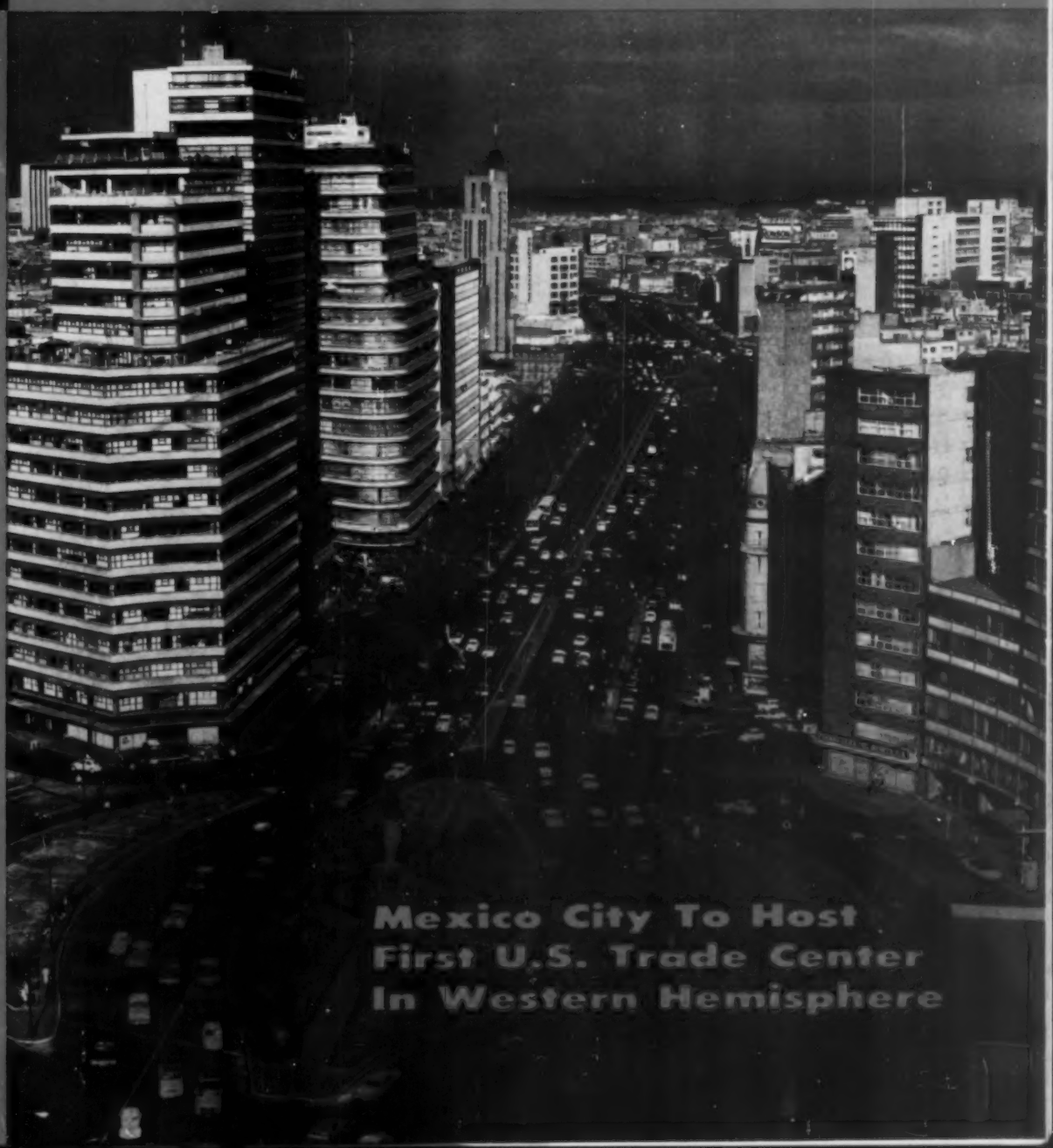

Mexico City To Host First U.S. Trade Center In Western Hemisphere

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International Trade Winds

Company News

MANAGEMENT CONSULTANTS—The Diebold Group International, Inc., has been formed in partnership with four international financial institutions, extending the parent Diebold Group, Inc. operations beyond the U.S. and Europe to Asia, Africa, Australia, the Near East and Latin America. Partners initially with the international management consulting firm in the new venture are Manufacturers Hanover Trust Co., Industrial Bank of Japan, Limited, Crown Agents of London and Australia and New Zealand Banking Group Limited. The Diebold firm was founded in the U.S. in 1954 and began European operations in 1958.

PLASTICS—CSB, a joint venture of Compagnia Technica Industrie Petroli (CTIP), Rome, an affiliate of Arthur G. McKee & Co., Cleveland, and Societe Financiere de Transports et D'Enterprises Industrielles, Brussels, has received license for the design, engineering and construction of plants using the Solvay et Cie process for production of high density polyethylene. As a result of the license, CSB and the companies in the McKee-CTIP group can offer the Solvay process in almost all countries. Under the agreement, CSB and group companies will be responsible for supplying, together with Solvay et Cie, prospective licensees with process and economic data.

MINING—Bamerical International Financial Corp., subsidiary of the Bank of America, San Francisco, The Cleveland Cliffs Iron Co., Cleveland, and Texas Gulf Sulfur Co., New York, are major shareholders in Cliffs Western Australian Mining Co. Pty. Ltd., which is participating in and manager of the $300 million Robe River Iron Ore Project in Australia. The overall venture has long term sales agreements with seven Japanese steel companies for ore deliveries.

WATER TREATMENT—AJAX International Corp., Santa Barbara, Calif., and Laur. Knudsen of Copenhagen have signed a licensing agreement allowing the Scandinavian firm to assemble and distribute the AJAX reverse osmosis water treatment product line in Nordic nations.

Newsletter

"Relatively satisfactory" is the verdict of the Geneva-based GATT organization on the past 12 months of world trade. On the plus side in the '69-'70 period: exceptionally high rate of growth in trade, the resilience of the world trading system as expansion strains its. On the negative side: rising protectionism in many important trading nations. GATT's big task ahead is to chop away at non-tariff barriers to trade.

"Include us in your schedule for 1971." That's what U.S. Embassy commercial officers in Beirut, Lebanon, heard from the Friden office equipment division of Singer after the company put an automatic calculator, automatic writing machine and automatic composing machine before Lebanese businessmen at the Beirut U.S. Sample Display Center. Adding up the results after the last of the 240 visitors had left, Friden officials said the $46,500 in immediate and projected sales justified an encore presentation.

Unmistakably international. The Badger Co., a subsidiary of Raytheon, has 14 flags flying alongside Old Glory at its new world headquarters on Kendall Square in Cambridge, Mass. It's Badger's way of expressing pride in the 300-plus chemical, petrochemical and pharmaceutical process facilities it has designed, engineered and built in more than 20 countries in the postwar period. Badger estimates the total value of the projects at more than $1 billion.

India has joined the ranks of nations with journals of international commerce. "Foreign Trade Bulletin" is the monthly publication of the Indian Institute of Foreign Trade, H-24 Green Park Extension, New Delhi-16, at an annual subscription rate of 15 rupees. Although aimed primarily at India's present and potential exporters, it carries reports and statistics of interest to India-watchers everywhere. First item about the U.S. from the Indian point of view summarizes the astonishing growth in U.S. consumption of shrimp.

Jenkin Lloyd Jones, the Oklahoma publisher-columnist who is the current head of the U.S. Chamber of Commerce, will lead a five-industry trade mission to Europe this fall. The national Chamber, Trans World Airlines, and Commerce Department are collaborating on this mission. Advanced medical equipment, several kinds of machinery, and EDP equipment are the fields of interest.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Maurice H. Stans
Secretary

Rocco C. Siciliano
Under Secretary

Harold B. Scott
Director,
Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

Not far from busy Paseo de la Reforma in this photo of the business district of Mexico City will be the first U.S. Trade Center in the Western Hemisphere, to be opened in 1971. Details are in a story on page 2. (Photo courtesy Pan American World Airways)

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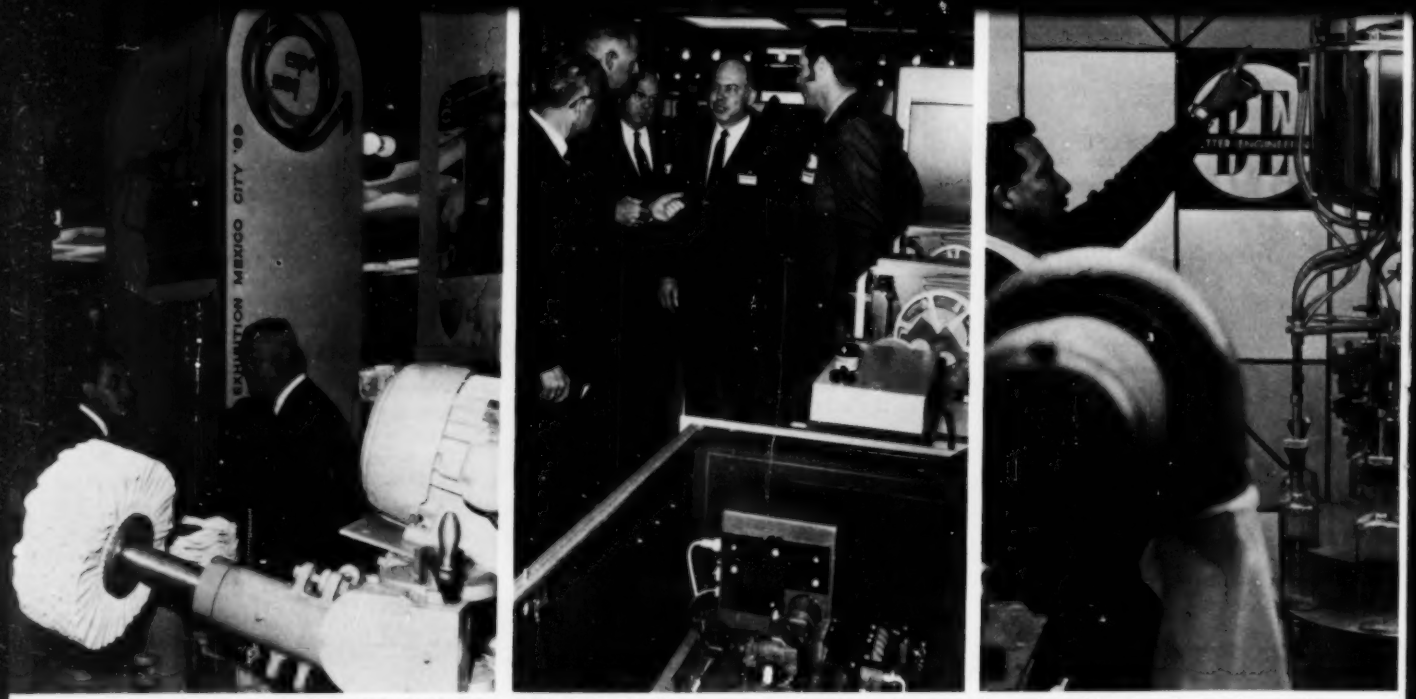

PREVIOUS COMMERCE-SPONSORED COMMERCIAL EXHIBITIONS in Mexico City included an advanced machine tool show (left) held last September at the National Auditorium, a printing and graphic arts equipment show in May (center), and a packaging machinery show in August 1967 (at right).

FIRST IN HEMISPHERE

Mexico to host new Center

U.S. trade showcase to join eight others in Commerce's overseas exhibition program

Mexico City will host the first U.S. Trade Center in Latin America. Opening in 1971, the Center will support the export expansion programs of both the U.S. and Mexico.

The Mexico City Center will differ from the other eight Centers in the Commerce Department's worldwide chain of permanent showcases in that it will support the host country's trade expansion aims by concentrating on the sophisticated U.S. equipment Mexico needs to strengthen its export industries.

Mexico is now the fifth best customer for U.S. goods. Exports to that nation have increased 31% in the past five years to more than $1.4 billion in 1969.

The Trade Center, operated by Commerce's Bureau of International Commerce, will feature these product lines in the first exhibitions: packaging machinery, quality control instrumentation, hotel modernization and catering equipment and specialized machine tools. Dates for the first show have not yet been set.

In the past year, Commerce has sponsored two successful sales exhibitions of U.S. products in Mexico. Last May, 36 participants in a show of U.S. printing and graphic arts equipments made immediate sales of $2.2 million and predicted additional sales of $7 million within 12 months. In September 51 exhibitors of advanced machine tools sold $1.3 million in goods off the floor and projected additional sales of $4 million.

Other exhibitions sponsored by the Commerce Department in Mexico included a show of special machine tools, packaging machinery, and industrial instrumentation in August 1966 which brought over $8 million in sales to 110 manufacturers in the next 12 months. The successful promotion of packaging machinery at that show prompted an exhibition of packaging and food processing machinery in August 1967, which brought nearly $4.5 million in sales to 55 participants in a year.

The new Center will permit the Commerce Department to mount a continuing program of commercial sales exhibitions of U.S. products. Like other Centers in the chain, it will present a yearly schedule of major product exhibitions, and facilities will be available between such promotions to individual firms wishing to stage their own exhibitions, technical seminars and sales clinics.

The new Center will be built on a site already owned by the U.S. Government in Mexico City's business district, a short distance from the U.S. Embassy. The general development plan provides for a one-story building occupying 13,000 square feet and a 7,000 square foot parking lot. The building will include a 7,000 square foot exhibition hall, a seminar auditorium equipped for simultaneous translation, a visitors lounge, staff offices and storage areas.

Opening of the new Center next year will also coincide with the 10th anniversary of the U.S. Trade Center program. The development and the initial financing

of the program started during the Eisenhower administration.

The first Center was opened in June 1961 on St. James Street in the midst of London's commercial district. The second Center opened in Bangkok in May 1962 and was followed in November of the same year by the U.S. Trade Center in Frankfurt.

Others were established in Tokyo in April 1963, in Milan in January 1964, Stockholm in March 1965, Paris in November 1969, and Sydney, Australia in June of this year.

From the start of the Trade Center program through June 30 of this year, there have been 328 exhibitions. At the 314 exhibitions for which final figures are available, there were 10,018 exhibiting firms that made sales of $334,490,000 and signed agreements with 4,013 agents or representatives.

In addition, more than $40 million in sales have been made at the Centers by American firms that used the facilities for promotions during the down-time intervals between regular shows.

McLellan nominated to lead Commerce's international section

President Nixon has nominated Robert McLellan, of Saratoga, Calif., to be Assistant Secretary of Commerce for Domestic and International Business. McLellan presently serves as Deputy Assistant Secretary of Commerce for Business Development. He is succeeding Kenneth N. Davis Jr., who resigned.

McLellan, 47, is a native of Kearney, Nebr. From 1949 until 1969, when he joined the Department of Commerce, he was employed by the FMC Corp. He is a past director of the World Trade Association, San Francisco, and a member of the Western International Trade Group, an informal advisory group to the Department of Commerce.

McLellan received a B.S. degree in engineering from San Jose State College in 1949. In 1959 he attended the Executive Development Program of Stanford University Graduate School of Business.

McLellan has described the Commerce export expansion program to a number of trade groups in the United States. Most recently he presided at a conference of U.S. Commercial Officers in Bangkok, Thailand.

Three new Joint Export Assn. contracts signed by Commerce

Overseas market development activities to benefit as Government supports efforts of 39 participants

Three new Joint Export Association market development projects have been announced by the Department of Commerce. This is the second group of contracts signed under the JEA program, which provides Government financial support to groups of U.S. companies seeking to develop new overseas markets.

The three contractors represent 39 participating companies in 15 states. Under these contracts, the Government will eventually reimburse $482,875 of the projected $1,002,000 cost of market development activities.

Contracts were issued to Amer-Asia Consultants, Inc., Washington, D.C., for a Commerce share of 50% of $400,000; General Telephone and Electronics International, New York, 50% of $400,000; and Tennant Development Corporation, New York, 38% of $202,000.

Marketing areas

The contracts call for the development of sales of engineering and consulting services in Southeast Asia and the Far East, education equipment and technology in Brazil, and advanced electronic components in the United Kingdom.

Two of the JEA projects and 83% of the costs involve developing countries. One project aims at a developed country.

Details of the three projects follow:

Amer-Asia Consultants, Inc., a consortium sponsored by the Consulting Engineers Council of the U.S., will establish an engineering field office in Southeast Asia to develop sales of U.S. consulting and engineering services in Southeast Asia and the Far East. The markets to be covered include Indonesia, Thailand, Malaysia, Singapore, the Philippines, Taiwan, and Korea, with additional countries that may be covered by regional projects. Secondary benefits in the form of increased U.S. exports are anticipated, since the nationality of the consulting engineers frequently determines the origin of the machinery and equipment incorporated in a project.

Participating firms are: Barr Engineering Co., Minneapolis; Benham-Blair and Affiliates, Oklahoma City; S. A. Bogen Engineers, Albertson, N.Y.; Boyle Engineering, Ventura, Calif.; DeWild, Grant, Reckert and Associates, Rock Rapids, Ia.; L. Robert Kimball, Ebensburg, Pa.; O'Brien and Gere, Syracuse, N.Y.; Shannon and Wilson, Seattle; Stanley Consultants, Muscatine, Ia.; Joseph S. Ward, Inc., Caldwell, N.J.; Wheeler and Gray, Los Angeles.

General Telephone and Electronics International, New York, acting as a "piggyback" carrier, will sell U.S. educational products for participating firms using a turnkey approach. An educational development center will be set up in Rio de Janeiro to aid Latin American educators in systems planning and to promote sales of products, systems and services appropriate to regional needs.

Participating companies are: Audiotronics Corporation, North Hollywood, Calif.; Avid Corp., East Providence, R.I.; Buck Engineering Co., Inc., Farmingdale, N.J.; Chester Electronics Laboratories, Inc., Chester, Conn.; Digiac Corporation, Plainview, N.Y.; J. L. Hammett Co., Braintree, Mass.; The Harwald Co., Evanston, Ill.; International Video Corp.,

JEA proposals

The Department of Commerce continues to solicit and review proposals for JEA market development projects. Commerce will share costs of overseas market development activities with cooperating groups of U.S. companies joining together to sell abroad. Projects may involve either goods or services. Contracts contain a provision, negotiated with the groups, whereby Government support costs may be recovered.

Interested firms may obtain full information and "Guidelines for Preparation of Joint Export Association Proposals" from the Joint Export Associations Division (BIC-912), Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or the nearest Department of Commerce Field Office.

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Sunnyvale, Calif.; Standard Electronics Corp., Freehold, N.J.; Sylvania Electric Products, Waltham, Mass.; Titmus Optical Co., Petersburg, Va.

Tennant Development Corp., an export management firm, will sell high technology components and equipment in the United Kingdom on behalf of a group of U.S. manufacturers. The market developoment plan features a "one stop" purchasing service for U.K. manufacturers. The service enables a U.K. user to fill a bill of materials out of multiple U.S. sources from a single procurement source. Consequent savings in the purchase and delivery process lower the cost of U.S. components to the overseas purchaser.

Participating firms are: Computer Diode Corp., Fair Lawn, N.J.; Fairchild Hiller, Germantown, Md.; Hyletronics Corp., Wilmington, Mass.; MSI Electronics, Inc., Woodside, N.Y.; M. S. Transistor Corp., Elmhurst, N.Y.; Pennsylvania Electronics Technology, Inc., Pittsburgh; Piconics, Inc., North Billerica, Mass.; Scientific Components, Inc., Linden, N.J.; Semiconductor Specialties, Fair Lawn, N.J.; Silicon Transistor Corp., Garden City, N.Y.; Speer Electronics, Saint Marys, Pa.; Stewart Warner Electronics, Chicago; Times Wire and Cable, Wallingford, Conn.

The Joint Export Association program was initiated in January 1969 to provide new techniques for export expansion. Under JEAs, groups of cooperating firms prepare and execute their own market development plans. In addition to operating responsibility, the groups supply products, personnel and at least 50% of the costs.

JEA market development plans generally include a combination of sustained promotional techniques. Activities such as advertising and publicity, trade exhibitions, market research, overseas promotional visits, operation abroad of sales offices, and a variety of other promotional activities are eligible for cost-sharing.

AMA schedules sessions for foreign traders Sept. 21

The American Management Association will help U.S. exporters eliminate roadblocks to their overseas operations by offering two training sessions beginning Sept. 21: a week-long course on Fundamentals of International Business, and a one-day orientation seminar on Effective Management Communication in the Multinational Corporation.

Write: American Management Association, AMA Building, 135 West 50th St., New York, N.Y. 10020.

Export penalties hit firms in four nations

Traders affected are in France, Lebanon, Switzerland, Germany

Sanctions have been imposed against Geo Space France S.A. of Paris, France, and Yves Manuel, its general manager, for violations of the U.S. export control regulations. The company is prohibited from engaging in any transactions involving exportations from the United States for three months and will be on probation thereafter for nine months. Manuel is placed on probation for nine months.

According to the U.S. Department of Commerce's Bureau of International Commerce (BIC), in October 1965 Geo Space delivered an oscillograph camera that it had received from its parent company in the United States to the French firm called Sercel with knowledge that Sercel intended to reexport the item to Communist China. Sercel did make the reexportation in violation of U.S. export control regulations. In March of this year the Department issued an order against Sercel restricting its participation in U.S. export transactions.

BIC also said that early in 1967 when it was investigating the disposition of certain U.S.-origin Geo Space commodities that had been delivered to Sercel in 1965, Manuel, acting on behalf of his firm, had three antedated letters prepared indicating that the goods were destined for Gabon, Africa. BIC discovered that the letters were misleading and that Sercel had incorporated the commodities in equipment it exported to Communist China.

Also, the Department of Commerce has imposed civil penalties totaling $10,000 on Transistor AG of Zurich, Switzerland, a distributor of U.S. electronic components.

The procedure under which Transistor operates permits it to make sales of U.S. products to customers previously approved by the Office of Export Control in the Department, without obtaining special authorization in each instance. The company was charged by BIC with having made numerous sales in 1968 to customers who had not been approved, primarily in Switzerland and Germany.

The company did not contest the charges and consented to the imposition of the fine. According to BIC, none of the sales was to parties who had been prohibited from dealing in U.S. goods and there was nothing to indicate that any of the transactions adversely affected national security. Transistor AG is a distributor for Raytheon Co. of Lexington, Mass., of its products in Switzerland and other countries in Europe. BIC said no employees or officials of Raytheon were involved in the violations.

Dr. Lucien Dahdah of Beirut, Lebanon, has been denied all U.S. export privileges for an indefinite period for failing to account for the disposition of strategic U.S.-origin commodities.

A recent Department of Commerce announcement said that in December 1968 Dahdah ordered and received from a Beirut firm, strategic U.S.-origin electronic measuring and testing equipment and other commodities valued at $31,000. The equipment was exported from the United States for ultimate use in Lebanon. Dahdah reexported or caused the reexportation to another country.

In accordance with the U.S. export regulations written questions were submitted to Dr. Dahdah inquiring as to the disposition of the commodities. He failed to furnish the information requested and the denial order was issued in accordance with BIC regulations. The order will remain in effect until answers are received.

Under the terms of the order all validated licenses in which respondent has an interest have been canceled, and he, his agents and employees are prohibited from participating in any transactions involving commodities or technical data exported or to be exported from the U.S.

Dahdah is the managing director of, and has a majority participation in, the firm Middle East Media, to which the denial order also applies.

Also, restrictions in dealing in U.S. exports because of violations of the export control laws are continued in effect against Hans Borkmann of Hamburg, West Germany, agents and employees of Borkmann and the firms under which he does business, Hans Borkmann Import-Export, and Hans Borkmann Elektronik.

In October 1969 Borkmann was restricted from trading in U.S. goods because of his failure to furnish information regarding his participation in U.S. export transactions. While subject to these restrictions he attempted to procure electronic communications equipment valued at $6500 from a New York supplier and sought to evade the restrictions against him by using an intermediary to obtain the goods for him. In another transaction Borkmann ordered from a second U.S. supplier other equipment connected with communications.

The order against Borkmann is to be in effect for five years but he may apply after one year for restoration of privileges.

FIRST HALF 1970

U.S. trade climbs sharply

Rising prices contribute to higher export, import values; surplus improves substantially

U.S foreign trade in the first half of 1970 was characterized by particularly rapid growth in exports and an unexpectedly large rise in imports. A substantial part of the advance in both exports and imports, however, was due to higher prices.

Through June, exports, excluding military grant-aid, were running at a seasonally adjusted annual rate of $42.5 billion, 14% above their total in 1969 and 7% higher than in July-December 1969. Imports totaled $39.3 billion. This was 9% above last year's total and 5% higher than the rate in the preceding six months. The trade surplus thus improved substantially, reaching a yearly rate of $3.2 billion compared with $1.3 billion for 1969.

The exceptionally strong performance of exports this year was related mainly to the high level of foreign economic activity, particularly in Western Europe. Severe strains on foreign production capacity and large increases in industrial production abroad stimulated sales of both manufactured goods and raw materials.

U.S. imports continued to climb despite the substantially reduced rate of economic expansion. This development was in sharp contrast to the import performance during prior periods of economic sluggishness when the rate of our foreign purchases responded more readily to cyclical fluctuations. One reason for the persistent rise in imports during the current slowdown was that personal consumption expenditures on goods continued to rise strongly, whereas such outlays fell in both the 1967 slowdown and the 1960-61 recession. Another explanation was the larger manufactured goods content in our imports which tended to reduce the impact of inventory adjustment and the reduction in raw material requirements.

Nonfarm exports expand

Shipments of nonagricultural products contributed about 85% of the expansion in exports in the first half of the year, roughly in proportion to their weight in the total. After seasonal adjustment, these deliveries exceeded the July-December 1969 rate by 7% and were 21% ahead of the value recorded in the comparable period a year ago. Shipments of aircraft, chemicals, machinery, coal, and steel moved with particular strength this year.

Following a decline from the first to the second half of 1969, exports of aircraft and parts rose by $375 million in January-June. About $250 million of this advance resulted from deliveries of 12 of the newly introduced jumbo jets to Western European and Japanese airlines. Sales of older-type intercontinental jetliners and those of three-engine transports, primarily to Canada, also showed a significant increase. Military aircraft deliveries, in contrast, declined in the second half of 1969 and again in January-June of this year.

Despite a strong pickup in the second quarter, shipments of automotive products to Canada fell from their July-December 1969 rate to the level that had prevailed a year ago. The major reason for this sluggishness was the drop in U.S. demand for American-type cars which reduced the rate of car assemblies at Canadian plants and necessitated a cutback in parts shipments from U.S. facilities. Parts and accessories account for roughly two-thirds of our automotive exports to Canada.

Boom in chemical exports

A sharp increase was recorded in chemical exports this year. The gain was substantial compared with either half of 1969. The trend in these shipments thus followed the "see-saw" pattern—yearly shifts from relatively sluggish export growth rates to substantial gains—that has prevailed in the last several years.

Shipments of elements and compounds, especially organic chemicals, to the European Economic Community and Japan where industrial activity has been buoyant, showed the strongest advances. Deliveries to the EEC and Latin America of medicinals, pharmaceuticals, and plastics also increased. Exports of manufactured fertilizers drifted lower, due partially to increased foreign production.

The growth rate in machinery exports slackened after an unusually strong advance of 15% in 1969. Sales of machinery increased by only 3½% in the first six months despite a pickup in exports to Western Europe. A partial explanation was the sharp decline in shipments of agricultural machinery and tractors to Canada. This development was primarily related to the cutback in farm machinery investment there, as huge acreages were taken out of production in an effort to reduce Canada's large wheat surplus. In addition, some machinery export orders may have been transferred to affiliates abroad during the long strike against a major U.S. electrical manufacturer from October 1969 to February 1970.

Shipments of computers and parts, mostly to Western Europe, led the advance in nonelectrical machinery exports. There was also a strong increase in deliveries of computer parts to Hong Kong where U.S. affiliated firms assemble semifinished and finished products for shipment to this and other markets.

Exports of construction and textile machinery, heating and cooling devices, and materials handling equipment continued to increase. Metalworking machinery exports remained at their high second half 1969 rate—which was swelled by unusually large shipments to U.S.S.R.—on the strength of greater deliveries to the EEC, Canada, and Japan.

Sales of electrical machinery generally increased at more moderate rates than last year. The slowdown was evident in shipments of telecommunications apparatus and semiconductor devices and parts.

Foreign demand for U.S. metals and related products remained strong, as industrial production, particularly in Western Europe and Japan, continued to outstrip productive capacity and indigenous supplies. Following a 60% rise last year, shipments of iron and steel products continued to increase sharply in the first half. Exports to the EEC and the United Kingdom showed particularly large advances, while deliveries to Canada and Latin America remained near their high July-December 1969 levels. Most of the increase in steel exports involved lower unit value semifinished products—mainly plates and sheets—which have been in short supply abroad for the past two years.

The high rate of steel production in Japan also stimulated demand for U.S. iron and steel scrap. These exports rose strongly in the second half of 1969 and continued to advance this year. The gain in 1970 resulted entirely from higher prices, as the quantities declined. Booming

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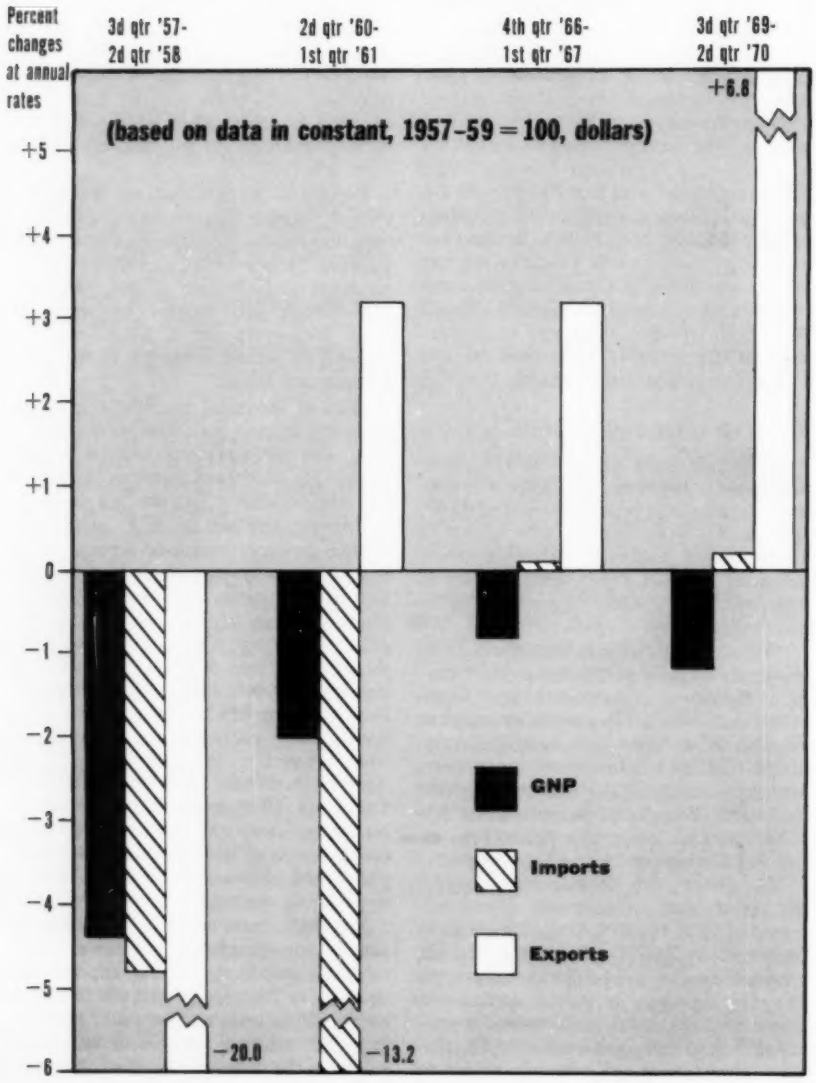
export demand and a relatively tight supply position in this country combined to raise the price level sharply in the first half. Coal exports climbed, since the boom in foreign steel output increased requirements for our low-sulfur, metallurgical coal.

The large increase in refined copper shipments in January-June was in sharp contrast to last year's decline. Though higher prices accounted for part of the rise, demand was also strong, particularly in Western Europe. Exports of aluminum continued to advance, with much of the increase going to the EEC and the United Kingdom.

Cotton, soybeans lead

Following a rise of more than one-fifth in the last half of 1969 over the strike-affected first half, exports of agricultural commodities advanced by 6% or nearly $200 million. Large increases in cotton and soybean sales were mainly responsible for the gain. Rising exports of wheat and fats and oils more than offset a reduction in deliveries of tobacco and certain other grains.

Changes in GNP, imports, exports in periods of economic slowdown



Much of the rise in cotton exports can be traced to a reduction in world supplies, but, in addition, there was a sharp upturn in government-financed shipments. East and South Asia were the major recipients of the increase.

Growing consumption and high meat prices abroad have continued to encourage the expansion in foreign livestock numbers and poultry, thereby stimulating demand for our soybeans this year, especially in Western Europe and Japan. A reduction in the supply elsewhere of competing oil seeds contributed to the expansion in U.S. exports.

Wheat shipments were large in the first half, particularly to India and Western Europe. Corn and rice shipments were down from their second half levels; greater supplies abroad were holding down demand for these grains from the United States.

Exports of fats and oils rose, reversing the downward trend that has characterized shipments in recent years. This upturn can largely be attributed to rising foreign requirements and a reduction in world supplies of various oils.

Consumer goods spur imports

After seasonal adjustment, imports of consumer goods, at $6.3 billion, were 5% greater than in the preceding six months and 18% higher than their level in the first half of 1969. Excluding Canadian-built U.S. automobiles, these imports comprised 4.8% of U.S. consumer outlays on goods, up from 4.2% in the final six months of last year. Clothing and footwear arrivals rose at an accelerated rate, providing a substantial part of the increase from the second half. Most of the rise in clothing purchases represented greater entries from Japan, Hong Kong, Korea, and Taiwan, while Italy was the major source of the sharp climb in footwear imports.

Arrivals of radio sets increased strongly in value, on a seasonally adjusted basis, after leveling off in the second half last year. Since domestic production continued to decline, radio sets from abroad made further inroads in the U.S. market. Paralleling a sluggish domestic production trend, imports of television receivers, however, showed little change from either half of 1969. Purchases of motorcycles, about three-fourths of which come from Japan, rose steeply to exceed the peak level reached in the first half of 1966.

Imports of European and Japanese automobiles continued to rise sharply. The fast pace of arrivals was partly due to the introduction of several new models. Because of exceptionally high sales this year, the inventory-sales ratio was lower at the end of June than at the beginning of the

year. Most of the import rise represented greater arrivals from the two leading suppliers, West Germany and Japan. Together, these two countries have accounted for about three-fourths of our imports since 1966. While the proportion of the total from West Germany declined steadily from 68% in 1966 to 57% in January-June 1970, the Japanese share increased from 6% to 20%. Through June, sales of imported cars other than from Canada constituted 12% of total U.S. car sales compared with 10.9% last year. This ratio has increased steadily since 1963.

Deliveries of autos and parts from Canada picked up momentum in April-June after a sluggish first quarter. Because of this recovery—stemming from the recent increase in U.S. car demand—first-half imports, after seasonal adjustment, exceeded the level in the comparable 1969 period by 16%, though they were below the July-December 1969 value.

Capital goods buoyant

Arrivals of capital goods continued to advance, spurred by sustained high levels of investment in durable equipment in this country. These imports totaled $2.2 billion through June, one-fifth greater than in the corresponding period a year ago and 5% higher than their level in the second half. The ratio of imported capital goods—excluding Canadian-built trucks—to expenditures on producers' durable equipment also continued to rise, reaching 5.6% in the first half compared with 5.1% in the preceding six months.

The rise in imports of capital equipment consisted almost entirely of greater machinery purchases. Particularly sharp increases were recorded in arrivals of office machinery and parts and electronic components. As in earlier years, the strong growth in these imports reflected the increase in deliveries from U.S.-affiliated firms in Japan, Mexico, Western Europe, and the developing countries of Southeast Asia. Also adding significantly to the increase in machinery arrivals were greater receipts of electric power machinery from Japan, Canada, and France and textile machines, particularly from West Germany.

Arrivals of civilian aircraft declined in the first half though there was a strong rise in aircraft part imports from subsidiaries in Canada. Trucks coming from Canada fell sharply from their exceptional level in the final half of last year.

Industrial supplies climb

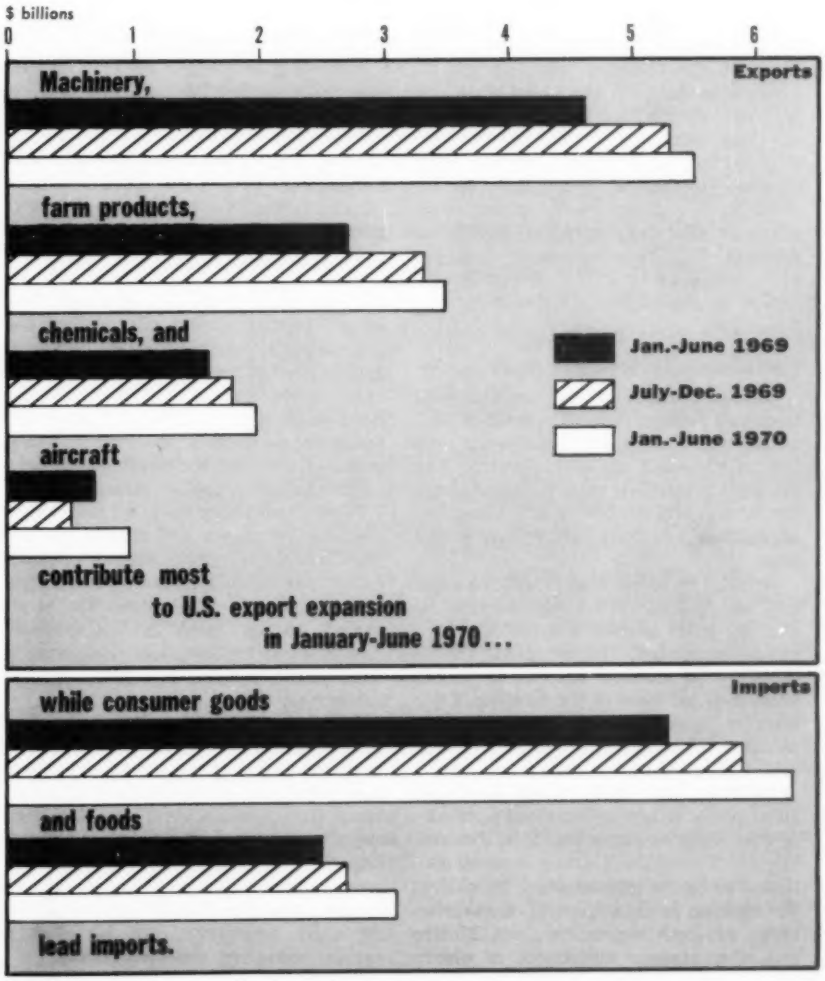
Although U.S. industrial production has been declining almost uninterruptedly for a year, imports of industrial materials increased again. The advance, 7% over January-June 1969 and 2% from the second half, stemmed from greater arrivals of petroleum, chemicals, textiles, and certain metals.

A strong rise in purchases of fuel oil was attributed to heavy demand by electrical utilities which, in turn, reflected the shortage of coal. Receipts of crude oil, on the other hand, were virtually unchanged from first half 1969 levels and fell somewhat below the July-December total. Some of the sluggishness was explained by the reduced inflow from Canada following the imposition in March of mandatory restrictions on petroleum imports from that country. Another depressant limiting the expansion of crude imports may have been the high charter rates for tankers prevailing recently.

Following a slow rise last year, imports of industrial and agricultural chemicals accelerated sharply. Purchases of foreign fertilizer materials, particularly potassium chloride from Canada, contributed a substantial part of the increase. Arrivals of organic chemicals and plastic materials also climbed strongly. The large increase in textile imports was led by entries of manmade yarns.

Higher prices accounted for a substantial part of the increase in the value of nonferrous metal imports. Entries of aluminum, tin, and copper expanded in value, but were little, if any, higher in quantity than in the preceding half year. Nickel imports, however, showed a particularly steep rise because the import flow had been interrupted by a strike at Canadian facilities in the latter part of 1969.

Receipts of iron and steel-mill products declined sharply in value from second half 1969 levels, but exceeded their total in the comparable period last year. On a quantity basis, though, arrivals were lower than in either preceding half. Purchases of the higher-priced steels—alloy, tool and stainless—represented 16% of steel imports through June compared to 13% last year and 10% in 1968. Sluggish demand



United States regional trade

Millions of dollars, seasonally adjusted

Area	EXPORTS			IMPORTS		
	1969		1970	1969		1970
	Jan.-June	July-Dec.	Jan.-June	Jan.-June	July-Dec.	Jan.-June
Canada	4,473	4,662	4,635	5,104	5,260	5,605
Western Europe	5,587	6,503	7,213	4,783	5,355	5,408
EEC	3,200	3,778	4,274	2,720	3,073	3,198
United Kingdom	1,185	1,157	1,319	1,032	1,085	1,110
Japan	1,552	1,950	2,240	2,308	2,561	2,781
Oceania	473	522	556	368	451	417
American Reps.	2,270	2,585	2,794	2,033	2,203	2,456
East, South Asia	1,661	1,848	1,980	1,457	1,580	1,617
Near East [1]	579	772	691	199	184	185
Africa	563	756	713	454	559	547

[1] Includes United Arab Republic (Egypt).

in this country and continued tight supplies in the major exporting countries of Western Europe have been the major causes of the reduction in import tonnage. Although the voluntary limits agreed by suppliers in the EEC and Japan allow imports of 6 million tons this year from each of those sources, the EEC countries shipped only about one-fourth of their allotment in the first half. Japan, on the other hand, supplied 44% of its share. Imported steel accounted for 10.9% of apparent U.S. consumption in January-May compared to 13.7% last year and 16.9% in 1968 when a major strike was threatened.

Food arrivals increase

Imports of foods and beverages climbed steeply in January-June. The total of $3.1 billion was 15% higher than in the final half of 1969 and one-fourth greater than the same period last year. Purchases from abroad comprised 4.8% of U.S. consumer expenditures on food, which was a new peak.

Arrivals of coffee rose sharply in value over second-half 1969 levels; the increase over the strike-affected first half was even more pronounced. Higher prices, related primarily to reduced supplies in Brazil, accounted for most of the advance. On a quantity basis, coffee imports fell from second-half levels, but showed a rise over their January-June 1969 total.

Purchases of meat recorded a large gain, mostly reflecting increased purchases of beef from Australia and New Zealand. High U.S. prices and strong demand continued to be the major factors stimulating the increase in meat imports. Greater arrivals of fresh vegetables from Mexico and, after seasonal adjustment, of whisky from the United Kingdom added further to the rise.

Prices rise strongly

Following an advance of 3% from the first to the second half of 1969, U.S. export prices, as measured by the unit value index, rose by another 3.3% in January-June. The sharp upturn in food and crude materials prices and the continued strong increase in the unit value index for finished manufactures accounted for most of the advance.

The increase in food export prices reflected principally higher unit values for wheat, corn, rice, and oils. Higher coal and soybean prices provided the major part of the advance in the crude materials index. Although price advances for finished manufactures affected many consumer and producer goods, especially large increases occurred for paper, paperboard, office machinery, and engines.

Higher unit values for nonferrous metals —especially copper and aluminum—iron and steel scrap, and steel-mill products raised semimanufactures prices. Copper prices, however, eased somewhat in the second quarter from the exceptionally high first quarter quotations. Following almost steady declines last year, chemical prices were firm.

U.S. import prices advanced by nearly 4% in the first half over the final six months of 1969. An extraordinary rise in food prices and higher unit values for finished manufactures were principally responsible for this increase. Coffee and beef imports registered the strongest price increases, though fish and sugar were also higher. Among finished manufactures, especially prominent rises occurred in metals, newsprint, and automobiles.

The relative stability in crude material prices was attributable to lower unit values for nickel, rubber, and wool which offset increases for crude petroleum and most nonferrous ores, particularly copper. Nickel prices returned to more normal levels following the termination of the strike at Canadian mines in late 1969. Residual fuel oil prices showed little change.

Most area trade expands

U.S. trade with most major world areas rose in the first six months this year. Vigorous business activity in Japan stimulated a strong advance in our exports to that country, while imports recorded another sizable rise, mainly because of greater purchases of consumer goods, steel, and chemicals. Shipments to Western Europe expanded sharply, reflecting booming economic activity in that area. Gains were especially strong in sales of steel, coal, and chemicals. Deliveries of jumbo jets to French, German, Italian, and British airlines and greater sales of machinery also added to our export growth. Despite increases in arrivals of automobiles, machinery, and footwear, imports from these nations showed only a marginal increase in January-June over the preceding half year. Exports to Canada showed a marginal decline because of substantial slackening in economic growth there, cutbacks in farm machinery investment, and weakness in U.S. automobile demand which depressed shipments of automotive parts to Canadian subsidiaries. In contrast, greater purchases of industrial materials strengthened the advance in imports from Canada compared to July-December.

Trade with the developing areas moved to higher levels as a result of strong increases in the exchange of goods with the American Republics and East and South Asia. Shipments of chemicals, machinery, and aircraft led the expansion in exports to the American Republics, while greater coffee, sugar, and fuel oil purchases contributed most to the rise in imports. The increase in shipments to East and South Asia included particularly large gains in deliveries of cotton, machinery, and wheat under PL-480 programs. Imports advanced because of greater arrivals of electronic components from U.S. affiliates and of consumer goods of various types. In contrast to trade with these two areas, the exchange of goods with Africa declined from second half 1969 levels. Exports to the Near East fell, as imports leveled off.

This article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

Second quarter payments balance improves but remains in deficit

On liquidity basis, deficit shifted favorably by $263 million; on official reserve transactions basis, by $1.1 billion

The balance of payments position of the United States was somewhat improved but still showed large deficits in the second quarter of 1970, the Commerce Department has reported.

On the liquidity basis the balance, seasonally adjusted, was in deficit by $1,287 million, or $1,504 million excluding allocations of Special Drawing Rights (SDR). In either case, this represented a favorable shift of $263 million from the comparable figures for the first quarter of 1970. However, the improvement was more than accounted for by a large swing in special financial transactions.

The balance on the official reserve transactions basis, seasonally adjusted, was in deficit by $1,761 million in the second quarter ($1,978 million excluding allocations of SDR). This was an improvement of $1.1 billion from the record first quarter deficit.

Fragmentary information suggests that part of the improvement was associated with shifts of funds by foreign official agencies from U.S. banks to the Eurodollar market. Such shifts improve the official balance but imply no genuine improvement in the external position of the United States.

Large flows of volatile funds into Canada before the Canadian dollar appreciated and into Germany where monetary conditions were extremely tight contributed to the deficit.

The liquidity balance

The liquidity balance is intended to be a broad indicator of potential pressures on the dollar resulting from changes in liquidity position, and is measured by changes in U.S. official reserve assets and in liquid liabilities to all foreigners. However, this measure has been distorted in recent years by two factors, neither of which represents a change in the underlying position.

The distorting factors are: 1) special financial transactions—mostly shifts of funds held by foreign liquid official agencies and by international and regional organizations between liquid and nonliquid catgeories—and 2) flows of U.S. funds (mostly unrecorded) to the Eurodollar market which were returned to the United States through the foreign branches of U.S. banks.

Special financial transactions favorably affected the second quarter liquidity balance by $695 million—largely due to transactions totaling $800 million by Canadian authorities—compared with an adverse impact of $254 million in the first. In the absence of this shift, the liquidity balance would have shown a $686 million deterioration from the first quarter to the second. With only partial data now available, it is not clear whether the liquidity deficit was significantly enlarged by outflows of U.S. funds to the Eurodollar market in the second quarter.

Other major factors contributing favorably to the $263 million improvement in the second quarter liquidity deficit were: 1) a $330 million increase in the merchandise trade surplus, as exports rose strongly and imports moderately; 2) a $178 million decline in net purchases of foreign securities by U.S. residents, as new Canadian issues dropped sharply; 3) a small increase in foreign purchases of U.S. securities (other than Treasury issues), as a rise in New Eurobonds was only partly offset by a drop in foreign purchases of outstanding U.S. bonds and by a small increase in net foreign sales of U.S. stocks.

These favorable shifts totaled almost $1.5 billion. The major adverse shift, in addition to a $574 million increase in the residual item, was a $656 million swing in bank reported claims, largely reflecting outflows of funds not covered by the Foreign Credit Restraint Program to Canada and Japan.

The official balance

The official reserve transactions balance is intended to be an indicator of immediate exchange market pressures on the dollar during the reporting period. In addition to changes in U.S. official reserve assets, it takes account of changes in liabilities only to foreign official agencies, but includes changes in both liquid and certain nonliquid liabilities.

The major item accounting for the larger improvement in the official balance than in the liquidity balance in the second quarter was a $1.8 billion favorable swing in the flow of foreign private liquid funds. In the first quarter—when there was a sharp easing in monetary conditions in the United States and in the Eurodollar market—both U.S. banks' liabilities to their foreign branches and liquid liabilities to other private foreigners showed a sharp drop, with total outflows of foreign private liquid funds of over $1.7 billion. In the second quarter there was a small inflow of such funds (as U.S. banks' liabilities to their branches showed a small increase).

Aside from the shift of funds by foreign official agencies from U.S. banks to the Eurodollar market, the improvement in this flow may have been associated with the temporary tightening in U.S. and Eurodollar monetary conditions, which encouraged private foreigners to hold dollars. In addition, U.S. banks may have been discouraged from further reductions in liabilities to their branches as such liabilities approached their historical base levels; the base for individual banks is reduced if liabilities go below it, and later increases in liabilities would become subject to reserve requirements.

On the other hand, the inflow of foreign private liquid funds in the second quarter might well have been larger had it not been for anticipations that the Canadian dollar would increase in value (it was permitted to float upward beginning May 31) and the sharp tightening of monetary policy in Germany. As a result there were very large inflows of funds into both Canadian dollars and German marks. France also continued to make dollar gains, but the inflow into the United Kingdom fell off from the extraordinary inflow in the first quarter.

Financing the balance

U.S. official reserve assets decreased $1,022 million in the second quarter. The decline reflected: 1) a decrease of $14 million in official gold holdings; 2) an increase of $37 million in SDR; 3) a decrease of $818 million in U.S. official holdings of convertible foreign currencies, as net repayments by foreigners of drawings on mutual swap facilities with the United States continued for the third successive quarter; and 4) a decrease of $227 million in our gold tranche position—essentially, our automatic drawing rights—at the IMF, reflecting a $150 million drawing by the United States and $77 million in net repayments by foreigners of U.S. dollars to the IMF.

Liquid liabilities to all foreigners increased $475 million. This increase, plus the $1,022 million decrease in reserve

XUM

assets, equaled the liquidity deficit of $1,497 million. Liquid liabilities to foreign commercial banks decreased $72 million, with only a small rise in U.S. banks' liabilities to their foreign branches. Liquid liabilities to foreign official agencies increased $528 million; those to international and regional organizations declined $123 million; and those to other foreigners rose $142 million.

The second quarter deficit of $2,063 million on the official reserve transactions basis consisted of the $528 million increase in liquid liabilities to foreign official agencies, a $513 million rise in certain nonliquid liabilities to them, and the $1,022 million decrease in U.S. reserve assets.

Special financial transactions

Special financial transactions, seasonally adjusted, improved the liquidity balance by $695 million in the second quarter, compared with an adverse impact of $254 million in the first. Most of the $949 million favorable shift reflected transactions also classified as "certain nonliquid liabilities" to foreign official agencies, which increased $506 million in the second quarter after declining $422 million in the first. Other special financial transactions favorably affected the balance by $189 million, as compared with $168 million in the first.

The principal favorable transaction in the second quarter was the $800 million purchase by Canada of nonmarketable, medium-term U.S. Government securities; Canada made $300 million of such purchases in the first quarter. Transactions under agreements to offset U.S. military expenditures in Germany favorably affected the liquidity balance by $186 million; in the first quarter, Germany had liquidated $542 million of nonmarketable, medium-term U.S. Government securities previously purchased.

Other favorable transactions in the second quarter were $94 million in purchases of agency bonds by international and regional organizations and $15 million of nonscheduled repayments of U.S. Government credits (including sales of foreign obligations to foreigners) other than those to Germany under the offset agreements.

Partly offsetting the favorable transactions were a $89 million liquidation of nonconvertible U.S. Treasury securities issued to Italy in connection with military purchases in the United States; a $230 million reduction in long-term liabilities to foreign official agencies; and a $48 million reduction in long-term liabilities to international and regional organizations.

The balance measured on the official reserve transactions basis is affected neither by shifts between liquid and certain nonliquid liabilities to foreign official agencies nor by similar shifts in liabilities to international and regional organizations. The remaining special financial transactions favorably affected the official reserve transactions balance by $143 million in the second quarter, as compared with $73 million favorable impact in the first.

Merchandise trade

The balance on merchandise trade reached a surplus of $848 million, seasonally adjusted, in the second quarter, with exports of $10,706 million and imports of $9.858 million. This represented a $330 million increase in the surplus, much larger that the $70 million gain in the first quarter and the $130 million gain in the fourth. For the first half of 1970, the surplus was at an annual rate of $2.7 billion, compared with a surplus of only $0.6 billion for the full year 1969, when the impact of the dock strike produced trade deficits during the first half of the year. (These figures are on a balance of payments basis which excludes "military" exports and imports and reflects various other adjustments to the Census Bureau trade data analyzed in story on pages 5-8.)

Bank reported claims

Bank reported claims, seasonally adjusted, increased $486 million, after a decrease of $170 million in the first quarter. Long-term claims declined $46 million, following a $26 million decrease. In contrast, short-term claims rose $532 million in the second quarter after falling $144 million in the first. About three-quarters of this outflow was due to a rise in collections and acceptances.

Japan accounted for almost $200 million of the increase, which was probably associated with the tight monetary conditions in that country and in Europe. There was also a $190 million increase in short-term claims on Canada, where monetary conditions remained relatively tight. More than half of the increase was in deposits and money market paper. Claims on Mexico, Spain and Korea also increased. Almost all of the outflow in the second quarter reflected transactions not subject to the Foreign Credit Restraint Program.

Foreign securities

U.S. transactions in foreign securities resulted in net U.S. sales of $19 million, seasonally adjusted, a favorable shift of $180 million from net purchases of $159 million in the first quarter. Purchases of new issues fell to $91 million from $402 million in the first quarter, mostly reflecting a $260 million decline in new Canadian issues. Several issues in the United States planned by Canada were postponed as long-term interest rates rose. In addition, the World Bank, which was responsible for $48 million of new issues in the first quarter, was not in the market in the second. Partly offsetting the decline in new issues, U.S. residents made net purchases of $15 million of outstanding foreign securities, an adverse swing of $130 million from the unusual net sales of $116 million in the first quarter. Redemptions showed little change.

U.S. securities

Net foreign purchases of U.S. securities were $308 million, up slightly from first quarter purchases of $297 million. Net foreign sales of U.S. corporate stocks increased about $40 million to $126 million. There were small net purchases in both April and June. In May, when U.S. stock prices fell sharply, there were net sales of almost $200 million. On the other hand, foreign purchases of Eurobonds newly issued by U.S. corporations increased from $155 million in the first quarter to $306 million in the second. The bulk of the $150 million increase was due to larger borrowing (and repatriation of the proceeds) through U.S. companies' finance subsidiaries incorporated in the Netherlands Antilles.

The high yields offered on Eurobonds, while stock prices were declining worldwide, encouraged foreign investment in these instruments. Partly offsetting this increased inflow, foreign purchases of outstanding U.S. bonds fell almost $100 million to $128 million. This included $94 million of investment by international and regional organizations in U.S. agency bonds (counted as special financial transactions) in both the first and second quarters.

Data for the balance of payments items is now available on a preliminary basis only. Complete balance of payments data for the second quarter and further analysis will be published in the September issue of the *Survey of Current Business*.

The *Survey*, monthly magazine of the Commerce Department's Office of Business Economics, is available from the Department's Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $9, including weekly supplements; single copy, $1.

TAPPAN'S "E" STAR CERTIFICATE is admired (l.-r.) by Charles B. Stebbins, Cleveland Field Office Director, I. Barry Thompson, Timothy A. McDevitt, Peter B. Fuller and Tappan official Thomas R. Kay. Above, Henry and Paul Kuhl flank N.J. Gov. Wm. T. Cahill while N.Y. Field Office Director Arthur Rutzen looks on at left. In Barnes photo, right, are Dr. R. Bowling Barnes, president, Stamford Mayor Julius Wilensky and Representative Lowell Weicker, Jr.

Six exporters receive 'E's

Six new "E" and "E" Star flags are now flying in States from California to Connecticut. Firms receiving the Presidential export citations were: Barnes Engineering Co., Stamford, Conn., laboratory, research and scientific equipment engineer and manufacturer; Kaiser Engineers, Oakland, Calif., construction and engineering services firm to governments and industries throughout the world; Kuhl Poultry Equipment Co., Flemington, N.J., producer and distributor of poultry equipment; Ohio Medical Products, Madison, Wis., medical equipment maker; Spokane Seed Co., Spokane, Wash., grower, processor and distributor of seeds; and the Tappan Co., Mansfield, Ohio, manufacturer and distributor of gas, electric and electronic ranges and dishwashers.

WISCONSIN GOVERNOR Warren P. Knowles, right in far left photo, assists David F. Howe and William Lunger, Ohio Medical president, in displaying their flag. In the center is Patrick C. Johnstone, president of Spokane Seed, and right, Louis W. Oppenheim of Kaiser. Both firms received "E" Stars.

XUM

U.S. businessmen invited to join mission selling auto maintenance, service equipment in France, Italy

Small specialized group being scheduled for Paris, Lyons, Milan, Turin in November; firms urged to apply immediately

Another opportunity to participate in a specialized trade mission this fall is being offered to U.S. businessmen.

The Commerce Department is planning to send a small group of suppliers of automotive maintenance and servicing equipment to sell their products in Paris, Lyons, Milan, and Turin Nov. 9-20. The mission —the ninth scheduled for the second half of this year—will be limited to eight businessmen. Manufacturers seeking to establish or enlarge their markets in France and Italy are invited to join. As time is limited, applicants are urged to call immediately: Joseph Muller, Trade Missions Division, 202-967-4227.

French market growing

Recent studies indicate that the French market for automotive diagnostic, testing repair and servicing equipment is growing and is characterized by rapidly expanding opportunities for U.S. manufacturers. Items considered to have the best sales potential are:

Chassis dynometers, engine dynometers, analyzing instrumentation, electronic wheel alignment, balancing equipment, shock absorber, suspension testing equipment, electronic testing instruments, car wash equipment, installations for rapid exterior wash with wax potential tunnel and stall.

Additional items considered to have some sales potential are: Pressure cleaning systems for chassis, conventional lifting and handling apparatus, hydraulic jacks, frame and body straighteners, high speed lubrication systems, coin-operated small car wash units.

Prospects favorable in Italy

The market in Italy is considered to be favorable, especially if the products offered have new or unique technical features. For standard type products already being produced in Italy, local businessmen may be most interested in possible licensing arrangements.

Long-term market prospects for diagnostic testing and service equipment are considered to be good. Other items with good sales prospects include brake drum and wheel alignment equipment, wheel balances, steam and pressure cleaners, frame machines, dynomometers, selected and electric tools, safety metal cutting devices.

The Commerce Department will pay the mission's operating expenses of the mission and provide a director. An advance officer from the Department will precede the mission overseas and work closely with our Foreign Service Posts to develop individual business appointments, plant visits, or meetings, according to each member's specific objectives and interests.

The mission to France and Italy is the third Commerce mission specializing in automotive maintenance and servicing equipment. The first went to the Scandinavian countries in the spring of last year. Participants have reported sales resulting from their tour at more than $550,000. Five agents were appointed.

The second such mission, which visited Germany last April, estimates that 12-month sales will reach $100,000.

Mississippi mission finds good prospects in 3 Latin markets

State's sixth group spurs sales in Panama, Colombia, Venezuela

If an organization sponsors one trade mission after another, it must be getting good results from such missions. The Magnolia State sent its sixth abroad earlier this summer.

The Mississippi Marketing Council, an arm of the State's Agricultural and Industrial Board, has once again promoted the export of State-made products through an industry-organized Government-approved trade mission. The seven-member group in June visited Panama City, Bogota, and Caracas.

Its leader, Paul Fugate, who is associate director of the Council, says the members feel that "several million dollars worth of business will be generated" as a result. Each participant expects more business for his firm. In addition, Fugate and his assistant, Dorothy Ferguson, spent many hours developing business for Mississippi firms unable to accompany the group. Mrs. Ferguson is manager of the Council's marketing department.

Among the products of the firms represented were visual aids and educational filmstrips; processed poultry, commercial layers, and hatching eggs; certified seeds; angus breeding cattle; carbide tipped and plated tools.

The three markets

In Panama, the mission was well received by the business community. All of the members expect to do business there during the calendar year, Director Fugate says. Mrs. Ferguson, who met with agricultural equipment importers and dealers, feels that Mississippi manufacturers can compete favorably with competitors from Europe and Japan. Not only do our Panamanian friends respect a U.S. product, she pointed out—they also cite the advantage of ready access to replacement parts. Fugate met with the cattlemen's association.

In Colombia, some of the participants found transportation costs too high for direct selling, but thought joint ventures worth considering. Good possibilities for agricultural equipment, refrigeration, fertilizer, tallow, industrial dairy machinery, agricultural chemicals, sugar and meat processing machinery, equipment for processing oil seeds and tobacco, and aircraft for fumigation were reported.

In Venezuela, the mission found more sophisticated traders, according to Fugate, but they too like U.S. manufactured products. "We believe our Mississippi firms can hold their own against the stiffer competition from Europe and Japan," he said. Several members are looking toward Venezuela for a joint venture; others reported direct sales opportunities.

In addition to Director Fugate and Mrs. Ferguson, five business representatives participated in the mission: Miss Lora Cook, Educational Projections Corp., Jackson; James Davis, Pelahatchie Poultry Co., Pelahatchie; Lee Jordan, Jordan Wholesale Co., Cleveland; Raymond Wann, Wann's Hatcheries, Jackson; and Ted Weill, Universal Saw & Tool Co., Tylertown.

Plans for '71 Paris Air Show off the ground; Commerce has major pavilion, expects 75 firms

Almost 9% of U.S. export total in 1969 accounted for by aerospace industry; European market expanding rapidly

Six years after the 1903 Wright brothers flight at Kitty Hawk, Paris held its first air show. Today, after the advent of the super jet, the 63rd anniversary edition of the International Aerospace Show in Paris is in the final planning stages.

Held 28 times, the show is next scheduled May 27-June 6, 1971, at Le Bourget Airport. The U.S. Government will again officially participate with a Pavilion housing the latest in American-manufactured aircraft, components, ground-support equipment, structural components, engines and systems will be featured. About 75 firms will participate.

U.S. in '69 show

At the end of the June 1969 Air Show, 61 exhibitors in the U.S. Pavilion representing 86 companies had completed $430,000 in orders and were projecting more than $28 million in first-year sales from the exhibition. The Pavilion attracted 800,000 visitors to the national exhibits area. Over 5,500 representatives of the European areospace industry and related fields registered at the commercial-components display—an increase of 65% over the 1967 exhibition.

As in the past, the 1971 U.S. Pavilion, both commercial and national, will be coordinated by the Commerce Department's Bureau of International Commerce. The Department of Transportation will operate the U.S. section of the flightline.

The exhibition theme "Era of the Super Jet" indicates the magnitude of Europe's market for all types of airport and aircraft equipment and systems. In 1969 almost 9% of the U.S. exports of $37.3 billion were accounted for by the aerospace industry. With more scheduled commercial super jet flights in Europe, facilities from runways and passenger and freight handling systems to electronic and communications systems and catering equipment will need modernization.

Current Commerce activities centering around the '71 Air Show include the letting of a contract for the overall design of the U.S. Pavilion, a permanent structure for use in the next Paris Air Show, in 1973, and in future American exhibitions at the biennial event.

Negotiations with the show authorities have resulted in two new business arrangements to assist both exhibitors and businessmen: restricting the fair on certain days to members of the trade only; and adjusting daily business hours, opening the fair to the general public a few hours after it opens to buyers.

In January 1971, a Commerce Department market development team will begin contacting European customers, inviting them to the U.S. Pavilion to see American technology and the latest in aerospace achievements.

When the 1971 Paris Air Show opens, it will feature at least 500 exhibitors and 13 nationally sponsored pavilions. Attendance figures are also expected to top 1969 totals when 1.25 million attended.

American aerospace firms interested in exhibiting in Europe's rapidly expanding market for aircraft and related equipment and systems should call Charles M. Whitley, 202-967-4961, or write the U.S. Department of Commerce, BIC-946, Washington, D.C. 20230. Information is also available from any of the 42 Commerce Field Offices.

International Fur Fair open to U.S. exhibitors

Applications for the International Fur Fair in Frankfurt will be accepted until Nov. 1; the exhibition is scheduled for Apr. 24-28, 1971.

This annual event is open to participation either directly or through European representatives. In the spring 1970 Fur Fair, 10 U.S. firms were among the 450 exhibitors from 22 nations. Raw and dressed skins, clothing and fur accessories will be shown.

Write: German-American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

GETTING DOWN TO BUSINESS at the '69 Paris Air Show were a representative of Hycon and a European buyer, discussing aerial photography equipment. About 75 firms will exhibit in the U.S. Pavilion in 1971.

XUM

AIR CONDITIONING UNITS were shown in Tel Aviv by Carrier Overseas Corp. which projects $250,000 in first-year follow-on sales from the show. Below, the Pratt & Whitney booth attracts several businessmen.

BUSINESS AND GOVERNMENT OFFICIALS watch a demonstration by Ridge Tool Co., an American participant at the annual fair. A Ridge agent, below, operates his firm's roto-rooter for septic tanks.

More than $2 million in sales expected from Tel Aviv fair

American exhibit joins 37 firms, draws 3,112 potential clients

In the Middle East, 37 American firms were represented through 24 exhibitors at the Tel Aviv International Fair, May 25-June 9. Displaying industrial and commercial equipment, the manufacturers and suppliers wrote $314,000 in show orders and anticipate more than $1.7 million in follow-on orders through the coming 12 months.

The U.S. display, sponsored by the Commerce Department and one of several national groupings at the fair, registered 3,112 visitors representing business and government, while the fair, open to the public, drew 385,000 visitors.

On the sales floor, Sola Basic Industries of Milwaukee made immediate sales of $50,000 and estimates $300,000 in additional contracts in the coming year. With $250,000 in future orders predicted, Carrier Overseas Corp., Syracuse, N.Y., made show orders totaling $40,000.

Pratt & Whitney Inc., West Hartford, Conn., also made show sales of $40,000 and anticipates that exhibition contacts will result in another $160,000 in orders. The Ridge Tool Co., Elyria, Ohio, is projecting $150,000 in post-show orders and completed $25,000 in business on the display floor.

Other participants in the U.S. exhibition at Tel Aviv include: Airco Welding Products, New York; American Photocopy Equipment Co., Evanston, Ill.; Automatic Switch Co., Florham Park, N.J., Caterpillar Tractor Co., Peoria, Ill.; Clarke Floor & Machine Co., Muskegon, Mich.; Clayton Manufacturing Co., El Monte, Calif.; Eastman Kodak Co., Rochester, N.Y.; Fisher Radio International, Long Island City, N.Y.; General Electric Co., New York; Hall-Toledo, Toledo; McCulloch Corp., Los Angeles.

Kliklok Corp., New York; Packaging Industries Inc., Hyannis, Mass.; RCA Radio Corp of America, Electronic Components division, Harrison, N.J.; Sellers Injector Corp., Philadelphia; Sioux Tools Inc., Sioux City, Iowa; Senco Products Inc., Cincinnati; G. H. Tennant Co., Minneapolis; TWA, Trans World Airlines Inc., New York; Westinghouse Electric Co., New York; Zenith Radio Corp., Chicago.

BOOTH 23, occupied by Diazit Co., Inc., Youngsville, N.C., featured an automatic whiteprinter. Above left, a potential Scandinavian customer and the Swedish Diazit representative put the equipment to the test. On the right, a

3M reader-printer interests a businessman. Over 1,400 registered for the reprographic Trade Center show this summer. Sales results indicate that the 29 exhibitors may make an additional $2.9 million in first year follow-on orders.

Reprographic display in Sweden projects $2.9 million in sales

Twenty-nine American companies joined in a display of reprographic equipment at the U.S. Trade Center for Scandinavia in Stockholm, June 10-16, exhibiting products ranging from microfilm and electrostatic copying machines to offset printing systems and automatic typewriters.

The show closed with $186,550 in firm orders and estimated first-year sales of $2.9 million. Two agency agreements were concluded at the show and 28 other candidates were under consideration; ten U.S. firms were interested in contacting possible representatives through the promotion.

Sales results

The Stockholm Center show, which attracted 1,409 trade representatives, aided several companies in introducing new equipment to the Scandinavian market. Mergenthaler Linotype Co., Plainview, N.Y., introduced its automatic diagrammer and reported the highest off-the-floor sales of the show—$55,000. The firm anticipates an additional $177,000 in first year orders.

Displaying electronic typewriters, Intercontinental Systems Inc., Far Hills, N.Y., wrote $44,000 in show contracts and projects 12-month sales of $260,000.

Addressograph-Multigraph Corp. of Cleveland made the highest sales projections from the show totaling $375,000, followed by American Type Founders Co., Inc., Nashville, with $275,000, and A. B. Dick Co., Chicago and Fairchild Graphics Equipment, Plainview, each with $200,000 in estimated sales from the show.

Other exhibitors in the reprographic equipment show were: APECO, American Photocopy Equipment Co., Evanston, Ill.; Bell & Howell Co., Chicago; Burroughs Corp., Detroit; Copying Products Division, Clopay Corp., Cincinnati; Dennison Manufacturing Co., Farmingham, Mass.; Diazit Co., Inc., Youngsville, N.C.; Didde-Glaser, Inc., Emporia, Kan.; Eastman Kodak Co., Rochester, N.Y.; Fototype Inc., Chicago; GAF Corp., New York; I.B.M. World Trade Corp., New York; Itek Business Products, Rochester.

Kleer-Vu Industries, New York; Microseal International Corp., Evanston; Information Handling Services, Englewood, Colo.; 3M Co., St. Paul; Pitney-Bowes Inc., Stamford, Conn.; The Plastic Coating Corp., Holyoke, Mass.; Printfold Co., division of R. Funk & Co., Doylestown, Pa.; Saxon Business Products, Inc., New York; Smith Corona Marchant Corp., New York; Speed-A-Print Business, Chicago; Transamerican Reproduction Systems, Salt Lake City; Visual Graphics Corp., North Miami, Fla.; Xerox Corp., Rochester.

REVIEWING THE VITAL STATISTICS of a platemaker exhibited by Itek Business Products are two Swedish visitors and the Itek official. The exhibition closed with two contracts and 10 firms seeking representatives.

XUM

Twin fashion shows to open in Germany

INTERCHIC, the Fourth semi-annual International Women's Fashion fair and the 81st Berlin International Fashion Buyers Show, are scheduled to open in Berlin, Oct. 11.

INTERCHIC, a five-day event open to American buyers and exhibitors, is staged each April and October with the fashion buyers event. All clothing, accessories, furs, jewelry and millinery will be displayed. The third INTERCHIC in April of this year drew 7,600 buyers to booths of 303 exhibitors from nine nations.

The fashion buyers event, which runs to Oct. 20, makes it possible for U.S. firms to put their products before an international audience.

The deadline for space reservations for INTERCHIC is Aug. 31. The next edition of the show will be Apr. 14-18, 1971 and the Fashion Buyers Show will run simultaneously.

Information is available on INTERCHIC from the Berlin Fairs Department, Roy Blumenthal International Associates, Inc., 1 E. 57th St., New York, N.Y. 10022, and on the Fashion Buyers Show from the German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y., 10019.

Nordic building congress and fair planned for 1971

November 30 is the final day of registration for the International Building Exhibition at Helsinki, June 8-14, 1971. The exhibition will coincide with the quadrennial Nordic Building Congress which is expected to attract at least 1,500 experts to Finland.

The congress theme is "Reforms in the Building Branch"; the show will begin its three-day session June 9.

The show will be open to interested American manufacturers and suppliers and will include modern construction methods, building materials, machinery and other equipment.

Write: The Finnish Fair Corp., Helsinki 25.

Argentine foundation will sponsor international toy exhibit in Argentina

The Argentine Children's Cardiological Foundation will sponsor the first South American international Toy Exposition in Buenos Aires, Oct. 28-Nov. 22.

The foundation has invited toy companies from several nations to display their products and is expecting approximately 2 million, both buyers and families, to visit the fair.

Further details on this autumn show are available from: Domingo S. Argiro, Parana 123, 5° Piso, Of. 199/110, Buenos Aires, or from the Fundacion Cardiologica Infantil, Av. Cordoba 1432, 6° Piso, Buenos Aires.

Environmental exhibition scheduled in France this fall

The Palace of Congresses in Versailles will host the third annual 1970 Environment Exhibition, Nov. 25-27.

The promotion will include manufacturers and end-users of laboratory, testing and control equipment, as well as associations and institutions concerned with environmental problems.

For information write: French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019.

Exhibitors from 23 nations to participate in Photokina and special conferences

Photokina, the 20th World Fair of Photography, will open Oct. 3 for a nine-day run in Cologne. A congress and several film and picture shows are planned to accompany the exhibition.

At least 560 exhibitors from 23 nations have signed to participate, including 25 U.S. firms and 226 other non-German companies. American concerns will be displaying still and motion picture cameras, optical equipment, interchangeable lens barrels, artificial lighting, projectors and viewers, film-sound equipment, laboratory equipment and enlargers, photo-copiers, and chemicals.

The Third International Congress for Photography and Film in Industry and Technology will be held Oct. 6-8 with the promotion and will feature approximately 35 lectures. An audience of more than 500 is expected.

One day of the exhibition will be set aside to emphasize photography in education and will include lectures on the use of photography in teacher training and the use of color photography in schools.

Write: German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019, or Messe- und Ausstellungs GmbH, Koln, D 5 Koln, Post Box Nr. 210 760.

Melbourne to host medical conference

International exhibition planned; audience of 1,000 expected

The Ninth International Conference on Medical and Biological Engineering and an accompanying exhibition will be held in Melbourne, Australia, Aug. 23-27, 1971. The Conference will be hosted by the Australian Federation of Medical and Biological Engineering and will be staged in the Medical Center of the University of Melbourne.

Approximately 1,000 delegates will attend the Conference and a large number of participants from abroad are anticipated. The Eighth Conference was held in Chicago in 1968.

Several U.S. companies have reserved space in the show and there are still booths available. Equipment and supplies in the field of nuclear medicine, intensive care monitoring, cardiac pace-makers, X-ray equipment, applications of computers in medicine, plus other modern products may be displayed.

Contact Prof. R. D. Wright or Dr. D. J. Dewhurst, both of the Department of Physiology, University of Melbourne, Gratten St., Parkville, Vic.

Deadline for electronic show in Paris set for September; American firms invited

A deadline of Sept. 30 has been announced for entering the International Electronic Components Show in Paris, Mar. 13-Apr. 6, 1971. The show, held annually since 1935, is open to overseas representatives of American components, systems and services suppliers and manufacturers.

The 1970 presentation of this event saw 840 exhibitors, including 126 U.S. firms participating. Fixed capacitors and resistors, terminals, circuit breakers, switches, semiconductors, relays, ceramics and crystals and other equipment for the electronics industry and printed-circuit manufacturing were shown. A trade audience of 150,000 from several nations attended the show and the concurrent International Colloquium on Advanced Microelectronics.

For information on participating or attending this event write: Federation Nationale des Industries Electroniques, 16 de Presles, Paris 15eme, or French Trade Shows, 1350 Ave. of the Americas, New York, N.Y. 10019.

ENGINEERS, TECHNICIANS AND BUYERS crowd the exhibit floor during the Toyo Trading Co. display for 25 diversified U.S. electronics manufacturers.

Firms staging between-show displays at U.S. Trade Centers

When the exhibit halls of the eight U.S. Trade Centers around the world stand idle after major Commerce-sponsored promotions, the space is made available to American companies or their overseas representatives for between-show promotions, sales seminars, conferences and technical meetings.

Three recent between-show promotions, two in Tokyo and one in Milan, are expected to reap top sales for several American companies.

In Tokyo, 25 U.S. electronics manufacturers were represented by the Toyo Trading Co. Ltd. of Tokyo which displayed products ranging from sophisticated noise, vibration and structural dynamics analysis equipment to nucleonic and precision measuring instruments. When the five-day event closed, $145,000 in business had been concluded and more than $3.4 million in additional orders are expected to be finalized within the next 12 months. Two of the U.S. firms also conducted seminars on their products during the promotion.

Two days later at the Tokyo Center, a promotion by Feffer and Simons, Inc., New York, opened for six days and featured books and teaching aids. The event closed with 12-month sales estimated reaching $20,000.

In Milan, a two-day exhibition and seminar was staged by Chemcut Corp. of State College, Pa. through its European affiliate and Italian agent. The promotion resulted in $45,000 in completed sales with projections for the coming year set at $260,000. Chemcut was staging its second such show in Milan in two years. It manufactures equipment for chemical etching of printed circuits and small parts.

WELCOMING VISITORS to Toyo's promotion in Tokyo was the sign on the left. Right, a Chemcut seminar, part of a two-day promotion, is staged in Milan.

Expanding metalwork, machinery industries in Scandinavia profiting American exporters

Equipment market valued at $13 million is target of January Trade Center show in Stockholm; high labor costs are major factor

Scandinavia's expanding metalworking and machinery industry which now numbers 12,000 plants bought $13 million worth of equipment from U.S. suppliers to expand and streamline production efforts last year.

To help U.S. manufacturers display their products to buyers in this expanding market, the U.S. Department of Commerce will sponsor an exhibition of metal parts production equipment at the U.S. Trade Center for Scandinavia in Stockholm, Jan. 25-30.

Sweden, which has the largest metalworking industry in Scandinavia, seeks to offset its high labor costs, the highest in Europe, with the latest, top quality equipment in order to compete effectively in export markets.

Sweden's market

In 1968, Swedish imports of metalworking equipment from all sources jumped from $56 million to nearly $61 million, for a total increase of 8% over the 1967 level. Last year, Sweden's 6,000 metalworking and machinery plants took delivery on $8 million worth of U.S. metal parts production equipment.

Norway's 2,600 metalworking and machinery plants imported a total of $1.7 million worth of equipment from the United States last year. Denmark, with about 1,800 metals industry plants, imports metalworking equipment at the rate of $11 million a year, about 6% from the United States.

Finland's 1,600 metalworking and machinery producers last year imported nearly $1 million worth of equipment from U.S. firms. The Finns buy advanced equipment from American sources; most of the 50 numerically controlled machines in Finland were made by U.S. manufacturers.

Market studies sponsored by the Department's Bureau of International Commerce, which will stage the Stockholm exhibition, indicate that the following categories of equipment have the highest sales potential in Scandinavia:

Numerically controlled equipment, including lathes and drilling equipment; high-speed, heavy-duty, three-axis milling machines, and other machining centers; automatic chucking lathes; advanced or automatic forging equipment; transfer lines and automatic feed devices; gear cutting machines of rigid construction, with powerful drive motors; grinding machines, with stepless speed regulation, set up for readable input data; cold upsetting machines and advanced forging equipment.

Also, inert gas welding equipment; plasma arc cutting and welding equipment; powdered metallurgy presses; metal arc welding equipment; hardness testers and nondestructive test equipment; turret lathes; cooling, finishing, and lubricating materials with reduced toxicity or biological degradeability; specialized attachments and accessories for machine tools and comparators.

Commerce will undertake a market development campaign throughout Scandinavia to bring production engineers, purchasing agents, top corporate managers and potential agents and distributors to the January show.

Previous Commerce-sponsored exhibitions of metalworking equipment have helped U.S. firms ring up impressive sales results in overseas markets. Last May at the U.S. Trade Center in Tokyo, 29 U.S. exhibitors, of which nine were new to the market, displayed their latest metal surface treatment equipment and made total immediate sales of $109,000. They also predicted additional sales of $3.3 million within a year following the show.

Following a December 1968 metallurgy show at the Stockholm Trade Center, 26 U.S. exhibitors made first-year sales totaling $1.3 million. Six of the exhibitors were new to the Scandinavian market. U.S. exhibitors at a metalworking and engineering trade fair in Melbourne, Australia, in August 1967, netted first-year sales totaling $3.3 million. Sixteen of the 51 exhibitors were new to the market.

U.S. manufacturers of metal parts production equipment interested in the Commerce Department exhibition at the U.S. Trade Center in Stockholm, Jan. 25-30, 1971, may obtain further information from the U.S. Department of Commerce, BIC-946, Washington, D.C. 20230 (202-967-4256) or from any Commerce Field Office.

Meat production, processing exhibition set for Frankfurt

The Frankfurt Fairgrounds will be the site of the first INTERFAM, the International Meat Production and Processing Equipment Fair, May 15-23, 1971.

Sponsored by meat processing equipment industries including manufacturers of machinery, equipment and appartaus; canners and packers; manufacturers of tools, instruments, scales, cooling and air conditioning equipment; shop furnishings, and the sausage-making and spice industries, the trade fair will represent a wide range of products.

Additional information may be obtained from the German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019.

TRAMAG '70 set for Padua in fall; open to U.S. firms

The Padua, Italy fairgrounds will host the Eighth International Exhibition of Mechanical Handling, Storage and Maintenance Equipment Oct. 7-11.

The exhibition, TRAMAG '70, will feature four sections: mechanical handling equipment including lifting apparatus, continuous handling systems, conveyors, elevators, pallets and pneumatic and hydraulic components; warehouse storage such as containers, crates and cages, shelving, automatic warehousing systems, production and stock control and heating, ventilating and air conditioning systems.

Also, maintenance of equipment for handling and sorting consisting of controls, lubricants, paints, batteries, wheels, belts, flexible doors, cleaning equipment and first aid equipment; and working demonstrations of stock management systems.

Covered by TRAMAG will be receiving and storing raw materials, supplying raw materials to product lines, storing of finished products, packaging orders for shipping and haulage on outbound carriers.

Competitions are planned for truck operators, teams of truck operators and crane operators. Several study sessions, lectures and round tables are also planned.

For further data, write: TRAMAG '70, Fiera Internazionale di Padua, Via N. Tommaseo, 59, Italy.

Transducers in Italy to net $1.3 million for 17 U.S. firms

A five-day exhibition and two-day seminar on transducers and instrumentation at the U.S. Trade Center in Milan drew 654 scientists and technicians to the booths of 17 American manufacturers.

The exhibition closed with $653,466 in confirmed orders and 12-month projections for $1.3 million in additional business. A major share of the floor sales, $614,000, was reported by Ampex International, subsidiary of Ampex Corp., Redwood City, Calif.

Ampex employed the Trade Center show to introduce its line of core memories and recorders to the Italian market. Follow-on orders are estimated at $60,000.

The promotion included one firm entering exporting through the show and another marketing in Italy for the first time. Both firms were seeking European representatives and were negotiating with potential agents/distributors at its close.

High in sales totals was Foxboro Co., Foxboro, Mass., with $200,000 in first year sales projections. Foxboro displayed various types of transducers, transmitters and mass-flow meters.

Also with $200,000 in estimated business for the next 12 months was the Hewlett-Packard Co., San Diego. The firm displayed a complete data acquisition system with correlator and desk calculator valued at $25—$30,000 each.

Other exhibitors in the June 16-20 exhibition were: Ad Auriema Inc., New York, representing Cambridge Systems Inc., Newton, Mass. and Dynisco, Division of Microdot, Inc., Westwood, Mass.; Aerodyne Controls Corp., Farmingham, N.Y.; American Standard, Inc., New York; BLH Electronics, Waltham, Mass.; Brush Instrument Division, Gould Inc., Cleveland; Bourna Inc., Riverside, Calif.; Gentran Inc., Sunnyvale, Calif.; Kistler Instrument Corp., Clarence, N.Y.; Mechanics for Electronics, Inc., Wilmington, Mass.; Rocke International Corp. of New York representing Statham Instruments, Inc., Oxnard, Calif., Victory Engineering Corp., Springfield, N.J. and Multimetrics, Inc., New York; Technitron, Inc. of New York, representing Taber Instruments, North Tonawanda, N.Y. and Consolidated Controls Corp., Bethel, Conn.; Vibrac Corp., Chelmsford, Mass.; Vidar Corp., Mountain View, Calif.; Bell & Howell, Pasadena, Calif.

SEMINAR PRESENTATIONS attracted more than 200 technicians and businessmen to sessions during the recent U.S.-Milan Trade Center presentation. Transducer instrumentation and applications were discussed.

NUCLEAR RESEARCH INSTITUTIONS and power plants accounted for most of American Standard's 12-month projected sales of $100,000. Below, businessmen gather at several booths during the show.

XUM

EXHIBITION BRIEFS *WORLDWIDE*

GAGE, TOOL & POWER PRESS EXHIBITION. London. May 27–June 5. Held for the fourth time, this event drew 30,227 visitors to displays by 140 exhibitors showing gaging and measuring machines and instruments, gear cutters, jigs, fixtures and special tools. The Second International Tool and Die Conference ran concurrently with the show. The exhibition, organized by the Gauge and Tool Makers' Association of Great Britain, is still restricted to national participants. The U.K. gage and tool industry has an annual turnover of $240 million. Dates for the next show are not available.

INTERNATIONAL FAIR FOR FOREST & TIMBER ENGINEERING. Munich. June 6–14. More than 210 exhibitors from 12 nations took part in this quadrennial show. Equipment for surveying, forest culture, measuring and testing, timber protection, harvesting, wood products and wood packaging materials were shown, attracting an audience of 24,500 from 41 countries. Six U.S. firms were represented, showing heavy-duty equipment, chainsaws and other products. Demonstrations on mountain forestry were also held. Next show, June 1974.

SGI '70. London. July 14–17. Ship's Gear International, incorporating the Deep Sea Fishing Equipment Exhibition, was held at Olympia. Staged every two years, the show features a wide range of equipment, instruments, machinery and services for the marine industry. Of the 127 participants, 14 represented American interests. Approximately 25% of the companies showed controls, instrumentation and communications equipment while another 10% exhibited cargo handling and storage systems. Next show, 1972.

INTERNATIONAL PUBLIC WORKS & BUILDING EXHIBITION. Paris. May 21–31. The seventh biennial presentation of this event saw 87 American firms represented among the 566 participants from 18 nations, which showed products for 1,100 manufacturers. Show results indicated the following products as promising for U.S. exporters: pneumatic tire equipment, lifting and pulling equipment, truck mounted cranes, road and runway maintenance equipment and materials, and wood and metal-working machines. Almost 100,000 attended the event. Next show, May 25–June 4, 1972.

January promotion in Tokyo will show test, measuring equipment and instruments

Japan's electronics industry valued at $7.4 billion in 1969; expects increase of 27% in 1970; new automated, integrated instruments needed

Soaring production in the Japanese electronics industry is expanding sales opportunities for producers of the test and measuring equipment and instruments required by the industry.

The U.S. Department of Commerce will help American manufacturers to enter or expand their sales activities in this growing market by sponsoring an exhibition of test and measuring equipment and instruments at the U.S. Trade Center in Tokyo, Jan. 25-30.

Production in Japan's electronics industry in 1969 was valued at $7.4 billion, an increase of 38% over the previous year. This year, production in the industry is expected to show a 27% increase to $9.4 billion.

Major contributions to this $2 billion increase are expected to come from sizable production gains in consumer electronics appliances, industrial electronics products, electron tubes and semiconductors and a tripling of Japanese production of integrated circuits.

In 1968, when output of the Japanese electronics industry was valued at $5.3 billion, the industry consumed $94 million worth of test and measuring equipment. Imports accounted for $38.8 million or 41% of the total.

Demand to grow fast

Market research conducted by Commerce's Bureau of International Commerce indicates Japanese demands for this equipment and instrumentation will reach $141 million by 1972 and $161 million by 1975.

Studies also indicate that Japanese producers of test and measuring equipment have concentrated on products which have a mass market, opening the way for imports to satisfy the demand for sophisticated products.

An analysis of Japan's research and development programs for the next five years points up the need, according to the studies, for equipment and instruments to measure communication facilities apparatus now under development. These facilities are being developed in the area of lasers, pulse code modulation and millimeter wave utilization.

The research also shows a need for automated and integrated measuring and test instruments which can handle several functions, as a result of development of sophisticated electronics products.

The study identifies a number of specific product categories with excellent sales potential: digital phasemeters, waveform measuring and/or analyzing equipment, analog to digital converters, digital to readout oscilloscopes, dielectric test sets, motor test sets, semiconductor device test sets and digital ohmmeters.

Also, AC to DC converters, electrometers, digital voltmeters, voltage to frequency converters, data recorders, digital voltmeter control units and electronic scanners.

And, sampling oscilloscopes, monitoring oscilloscopes, storage oscilloscopes, inductance bridges, conductance bridges, impedance bridges, and deviation bridges.

U.S. exhibitors in the Tokyo Trade Center show will benefit from an intensive market promotion campaign covering all appropriate sectors of industry and government, that is designed to attract the decision makers, engineers, distributors, importing agents and government officials.

The Commerce Department has sponsored several highly successful overseas commercial exhibitions featuring test and measuring equipment for the electronics industry. Thirty-one exhibitors at the Stockholm Trade Center exhibit of electronics production, assembly, and test equipment and materials in March 1970 recorded $161,288 in floor sales and projected first-year sales will approach $3.6 million.

Thirty-five participants at an exhibition of high frequency and microwave measuring and test equipment in the Frankfurt Trade Center in May 1969 made $106,000 in floor sales and estimated that additional sales of more than $1 million would be recorded over the next 12 months.

U.S. manufacturers of test and measuring equipment for the electronics industry who are interested in the exhibition at the U.S. Trade Center in Tokyo, Jan. 25-30, may obtain further information from the U.S. Department of Commerce, BIC-936, Washington, D.C. 20230 (202-967-4512) or from any Commerce Field Office.

Tokyo technical show expects sales to top $1.7 million mark

More than half of the 17 participants in an exhibition of materials test equipment at the U.S. Trade Center in Tokyo are expecting $100,000 or more in business for their efforts.

The show drew 1,493 visitors and closed with 12-month sales projections of more than $1.7 million and book orders totaling $83,000. Only one exhibitor was new to Japan's market and was reviewing qualifications of a potential representative at the show's end.

Showing materials, shock, vibration and fatigue testing equipment and estimating $300,000 in follow-on orders was MTS Systems Corp. of Minneapolis. Following with $200,000 was GCO Inc., Ann Arbor, Mich., which exhibited holographic laboratory equipment.

Sales reports

Philadelphia-based PhysiTech, Inc., displaying an electro-optical system, made $22,000 in floor sales and indicated first-year orders from the show should reach $150,000.

Represented by Joseph Plasencia, Inc., New York, Dytronics Co., Inc. wrote $20,000 in orders during the June 29-July 4 promotion and projects $100,000 in additional sales. Vibration and spectrum analyzers were displayed in the firm's booth.

Other exhibitors at the U.S.-Tokyo Center were: Adar Associates, Inc., Cambridge, Mass.; American Instrument Co., Inc., Silver Spring, Md.; Applied Power International, Milwaukee; Automation Ind., Inc., Danbury, Conn.; Bently Nevada Corp., Minden, Nev.; Computer Measurements, Inc., Gardena, Calif.; Eastman Kodak Co., Rochester, N.Y.; Heidelex Corp., Chelmsford, Mass.; Instron Corp., Canton, Mass.; K. J. Law Engineers Inc., Detroit; Microwave Instrument Co., Corona del Mar, Calif.; Vishay Intertechnology Inc., Malvern, Pa.; Plasencia representing F. W. Bell, Inc.; Scans Associates, Inc., Livonia, Mich.

OVER 300 PRODUCT INQUIRIES were received by Automation Industries, Inc., during the recent materials test equipment show, above. Two American visitors inspect equipment at the Instron Corp. booth, below.

CURRENT TRADE MAGAZINES AND CATALOGS are shown at most Commerce exhibitions. Left, Japanese visitors use the special library, while right, industrial holography equipment is explained by a GCO official.

XUM

Hong Kong is trading up

Colony moves up labor scale in Far East, shifts its sights; U.S. remains top trade partner

Hong Kong continues largely as a manufacturing center for world buyers who supply their own design and use the Colony for low-cost production. But, pressed at the lower end of the market by cheaper labor costs in South Korea and Taiwan, it has traded up in product lines, made some progress in developing its own markets, and in a few instances has striven to develop its own designs.

This is one of the observations in the latest Economic Trends Report from the U.S. Consulate General in Hong Kong, which emphasizes the current exceptionally vigorous expansion of exports, imports and re-exports of a surging economy, that bounced last year's total foreign trade up by 22% to an all-time peak level of $4.6 billion.

With Colony exports to the U.S. growing more rapidly than imports, the trade balance was again in Hong Kong's favor by $430 million compared to $310 million in 1968. The U.S. is Hong Kong's top trading partner, by far.

Hong Kong's thriving industries and business concerns offer growing markets for a wide variety of U.S. products.

The Colony's labor shortage and, apart from Japan, higher wage and land costs relative to other Far East countries do not preclude further American manufacturing investment. But the nature and size of new plants will tend to be limited by the changing economic situation. In any event, Hong Kong's buoyant industrial scene will continue to offer interesting joint venture and licensing opportunities with established concerns.

Rapid tourist growth and shortage of hotel space also provides an attractive potential for U.S. investors and hotel management concerns. Several U.S. groups are believed to be actively considering various hotel projects.

The mainstay of the economy, exports of domestic manufactures, broke records in reaching $1.72 billion, a 25% increase over 1968—the highest growth rate since 1960. To a significant extent, Hong Kong's almost unprecedented rate of export expansion during the last two years was a consequence of inflation in its major overseas markets and improvement in quality of its products. The Colony was able to raise export prices much faster than import costs advanced.

Four industries, all of which surpassed 1968 export growth rates, acounted for more than three-quarters of overseas shipments in 1969—textiles (47%), plastics (10%), electronics (close to 9%) and wigs (6%). Electronic exports valued at $145.9 million recorded an outstanding 40% increase; while wigs and hair pieces made a dramatic 103% jump in reaching $106 million.

Big import rise

Raw material, semi-manufactures and capital equipment requirements by Hong Kong's booming export industries, as well as demand generated for consumer goods and foodstuffs by rising living standards and a flourishing tourist trade, underlay Hong Kong's most impressive import growth rates since 1960. Retained imports rose 18% to hit $2 billion, while a strong upsurge in the Colony's re-export trade lifted total imports 19% to $2.44 billion. Import arrivals continued to maintain exceptional strength during the first four months of 1970 by posting a 26% rise over import levels in the same quarter of last year.

For the second year running, Japan outdistanced Mainland China as the Colony's leading import source. Japanese sales advanced more briskly than other major suppliers to capture 23% of the market, followed by Mainland China with approximately 18%.

Despite its transformation into an export-oriented, manufacturing economy, Hong Kong still carries on a sizable entrepot trade—approximately 18% of all imports were re-exported in 1969. For the first time since 1967 re-exports showed substantial growth by posting an impressive 25% increase to attain an all-time $439 million high. Japan, Singapore, Indonesia and the U.S. ranked as the four top markets in 1969. Almost three-quarters of the $34 million in re-exports to the United States was accounted for by diamond consignments returned after selection by local dealers.

The re-export of U.S.-origin goods worth $60 million (18% of all imports from the U.S.) underlined the importance of Hong Kong as a regional marketing center for American products. Japan was far and away the leading destination. Medicinal and pharmaceutical items figured significantly in this trade, which also included chemicals, electronic parts, diamonds and petroleum products.

Air freight has assumed a prominent role in Hong Kong's foreign trade. By value, some 19% ($332 million) of total Colony domestic exports and 13% ($330 million) of all imports moved by air last year. Higher quality garments were the principal export cargo; but other manufactured articles, including electronic parts and components, watches, telecommunications apparatus, and diamonds also proved to be important items.

The United States is both the leading destination and import source of airborne trade. In 1969 over 28% ($207 million) of Hong Kong's exports to the American market, and almost 25% ($81.5 million) of its imports from the United States, went by air. Low rates on the empty back-haul of planes serving U.S. forces in South Vietnam has been the major stimulus for air freight to the U.S. The first all-cargo American line also inaugurated regular service last year, and expansion of its

Major buyers

Close to three-quarters of exports produced by Hong Kong's domestic industries were absorbed by just three countries—the United States, 42%; the United Kingdom, 14%; and West Germany, 7%. Sales to the U.S. totaled $726 million, a 27% gain over 1968. Hong Kong obviously remained heavily dependent on the American market, but unlike previous years there was no further appreciable increase in the share of total domestic exports taken by the United States. U.K. credit restrictions limited expansion in the British market to a 9% increase, but shipments to West Germany advanced by a striking 53%.

Hong Kong origin cargo has greatly exceeded expectations.

Colony shippers are being increasingly influenced by the world-wide trend toward containerization. A significant rise in container shipments occurred during the second half of 1969 when an American line introduced regular container service with the United States. Another service was recently begun by a second U.S. line.

Land made available by the Hong Kong Government will enable two established wharf companies to provide interim handling for container ships until more extensive facilities are ready. In April the Government called for tenders to construct a four-berth container port at Kwai Chung. The project, to involve an as yet undetermined proportion of public and private financing, could cost upwards of $41 million.

Continuing boom—tourism

Hong Kong's second biggest money earner, the tourist industry, enjoyed another banner year in 1969. Excluding military personnel, arrivals increased 24% from 1968 to number over 765,000. Once again U.S. nationals were the largest group at 212,000 (up 33%), followed by the Japanese with 143,700 (a striking 49% increase). Estimated civilian expenditures also registered an impressive 30% gain in reaching $209 million. The year was marked by less seasonal fluctuation in arrivals and an expansion of hotel accommodation, bringing total rooms to 7,640. Despite two new hotels with 900 rooms the hotel industry was unable to meet peak season demand.

Last December, an American interest won a $21 million auction for a choice hotel site and announced its intention to build a 1,000-room luxury hotel/shopping arcade within three years. This March, a consortium of Hong Kong concerns, BOAC and a London-based management company revealed plans to erect a $16.6 million, 1,200 room, medium-price hotel —hopefully to be opened by June 1972 to coincide with completion of the cross-harbor tunnel. Other projects totaling 700 rooms have been submitted for government approval with no definite construction date set. Various developers have additional tentative plans involving another 2,700 rooms.

In April Hong Kong became the second Far East city to enter the Jumbo Jet era. Prior to inauguration of the service a terminal and handling facility expansion program was completed at Kai Tak Airport. Earlier the Government had announced its long-awaited decision to extend the runway. At an estimated cost of $19 million, Kai Tak should be capable of handling fully-loaded and fueled Boeing 747's by early 1973.

PASSENGERS ON SHIPS docking at Hong Kong's new Ocean Terminal, above, get a great view of the city before they even step on land. Record highs in trade and tourism have given a further bo. st to the economy.

Despite the lure of high interest rates abroad, bank deposits rose over 18% to stand at a new peak of more than $2 billion at the end of 1969.

Hong Kong's reputation as a fast growing financial center attracted increasing attention from foreign banks. A long-established U.S. bank in Hong Kong obtained the controlling interest in a Chinese bank and opened a new branch office to bring total American bank offices to 23. Additionally, a California bank has acquired a 10% share and a U.K. bank half interest each in two local Chinese banks. Since the beginning of 1969 five U.S. banks have opened new offices in the Colony. Altogether, representative offices of overseas banks had grown to 19 at the end of the year, and another two opened at the beginning of 1970.

Weakness in Wall Street caused investors to turn to the Hong Kong and Japanese stock exchanges. Local and overseas money pushed Hong Kong trading volume and stock prices to all-time highs, prompted the opening of two more stock exchanges and encouraged a steadily increasing number of companies to go public. To curb mounting speculation, the Government and members of the Exchange Bank Association introduced minimum measures to regulate local exchanges and the flotation of new share issues.

Hong Kong also saw a mushrooming of foreign companies selling land, real estate, and mutual funds. The Government has urged the public to exercise reasonable caution in dealing with such concerns and announced that legislation is being drafted to provide minimal safeguards against the sale of unsound foreign mutual stock funds.

Strong investment rise likely

All indicators point to strong growth in private capital investment. Retained imports of capital goods rose 38% in 1969 to total $211 million. Heavy export orders in the garment industry, further diversification from cotton to manmade and wool fiber manufactures and blends, and Hong Kong's labor shortage all contributed to an especially good showing in textile machinery imports. Similarly, other industrial and electric machinery recorded major rises.

The establishment of numerous new undertakings was evident. A total of 2,546 local companies were incorporated in 1969 —the highest ever recorded for any year,

Two products lead U.S. export growth

The U.S. remained Hong Kong's third leading import source with sales of $328 million in 1969. The U.S. share of the market at 13.4% was practically unchanged for the third successive year. Overall, the value of U.S. exports to Hong Kong rose by 16%. Most of this growth was accounted for by two products which, from the U.S. balance of payments standpoint, represented either a net loss (electronic components and parts, up 52%) or only a moderate gain (diamonds, up 33%). Together these two categories provided 35% of U.S. sales. The aggregate value of all other American products shipped to Hong Kong—$214.5 million—grew by just $10 million, or 5%. Sharp declines in purchases of U.S. cotton and rice were slightly offset by a pickup in other products.

In order of importance, imports from the United States consisted of consumer goods (33.6%), capital goods (28%), raw materials (24.7%), foodstuffs (12.9%), and fuel (0.8%).

representing an increase of 52% over the previous record in 1968. Although total investment probably amounted to only $3-4 million, new foreign-backed industrial undertakings increased to 16 last year, compared with three the previous year.

The real estate market and construction industry recovered after five years of relative stagnation. While the value of private construction completed in 1969 fell to the lowest level in eight years, this reflected the small number of starts in preceding years. Property developers responded to a growing shortage of factory, housing and hotel accommodations. Together with commencement of work on the cross-harbor tunnel, this provided a markedly strong stimulus and the number of private building projects submitted for government approval was twice that of 1968 and three and a half times that in 1967.

As 1969 progressed Hong Kong experienced a shortage of and rapid acceleration in rents of industrial, commercial and domestic premises. Rent increases for factory space ranged from 22% all the way up to 162% in one extreme case. However, supply began to catch up in the last quarter and projected construction seems sufficient to meet likely demand in 1970, although the bulk of new factory space will not be ready until the latter part of the year. Top-grade office space will remain tight.

By the end of 1969 a shortage of all types of privately built housing became apparent as vacancies fell to the lowest level in eight years. The most acute situation continues to be in "large" (over 1,000 square feet), so-called "luxury" units; rents rose as much as 35% in the aggregate, and in some cases more, to approach peak 1964 levels. While 350 new "large" apartments may help ease matters this year, the shortage is likely to persist well into 1971.

Most of Hong Kong's population lives in public housing or remains otherwise unaffected by the housing situation. However, the problem facing some tenants was sufficiently severe for the Government to introduce a temporary rent freeze this January. Follow-up legislation in May limited controls to premises renting for up to HK$1,500 ($238) a month, leaving many members of the American Community in Hong Kong exposed to rent increases or eviction at the expiration of their lease. Extension of government controls to industrial or commercial premises is not contemplated.

Consumer prices rising

Overall, the General Consumer Price Index showed only a moderate 3.6% rise in 1969. More recently, price rises have spread to an increasing number of consumer goods, foodstuffs and services, but in April the Government did not view the situation as warranting price controls. It held that price increases were "limited" rather than "spiraling," that internal inflation was not a factor, and that in any event Hong Kong's almost complete dependence on imported goods limited its ability to influence prices.

It pointed out that most of the increases in the index had been due to rising food prices (except for rice), attributable to reduced supplies from Mainland China. It also noted that workers in service industries were pressing for higher pay commensurate with increased industrial wages—a "wholly normal" consequence of economic progress. A subsequent easing downward of food prices appeared to justify the Government stand. A record $74 million budget surplus climaxed the financial year ending March 31. This year's surplus should be another record high and the Colony's fourth substantial surplus running. Hong Kong has known only three budgetary deficits since World War II.

Manufacturers' demand for workers substantially exceeded last year's 13% rise in industrial employment. Most industries continue to feel the effects of a labor shortage, including pressure for further wage increases. Through September 1969, the Government's industrial wage index showed an almost 14% advance during the preceding 12-month period. With the Consumer Price Index up less than 3%, industrial workers realized a substantial 11% gain in real wages—approximately double the average annual increase and certainly the most rapid advance in recent years. White collar wages apparently rose less rapidly. In revising its local employee pay schedule, the U.S. Consulate General recently found that 15 organizations on average had increased wages 5.7% over the past year.

The pace of further industrial wage increases depends on the severity of Hong Kong's labor shortage, which in turn is largely related to the level of overseas demand for exports. With some slackening of U.S. demand expected this year, the overall level of industrial pay raises could be less than in 1969.

The Colony's record of labor stability in 1969 compared very favorably with most other manufacturing countries. Only 27 work stoppages came to the attention of the Hong Kong Labor Department—an average of 33 man days lost per thousand workers.

New labor regulations have been introduced by the Government and more are anticipated. Effective April 1, all manual workers regardless of salary, and non-manual workers earning up to HK$1,500 ($248) monthly, became entitled to four unpaid rest days a month. Only industrially employed women and young persons received one free day in seven under previous legislation. As an apparent compensation for big business, the Department of Labor lifted its prohibition against women working in industrial establishments between 11 p.m. and 6 a.m.

The experiment, applicable to women over 18, will last until June 1971. Eligible employers are limited to industrial plants employing over 500 workers, a minimum work force of 100 women on an eight-hour shift, and rotation of night shift work among female employees. At least some local U.S. electronics firms have found a night shift impractical because of the requirement that women may not be hired exclusively for night work.

Additionally, legislation was recently enacted giving workers' wages higher priority in the distribution of assets of bankrupt companies. Another measure now before the Legislative Council would make it an offense after June 30 for an employer to enter into, renew or continue an employment contract without reasonable grounds for believing that he could pay wages when they become due.

Kenya lifts growth goals

Good economic showing of recent years spurs Government to raise sights in new Plan

The Kenyan economy continues to expand, according to statistical measurement, sufficiently to fulfill the ambitious but realistic development goals set forth in the Development Plan. This is the verdict of the Economic Trends Report from the U.S. Embassy in Nairobi.

The Government's policy promoting broadly based development rather than unbalanced growth in one or two sectors is realistic and effective. The nation's attentions and efforts are appropriately centered on the predominant sector of agriculture, but are increasingly turning toward tourism, manufacturing, and construction and other areas of the economy. The Government has chosen rural development as its basic development strategy, underscoring the need for a variety of expanded socio-economic activities in rural areas—modern farming, industry, trade, construction, education, health services.

Kenya's Gross Domestic Product grew by 5.6% at constant prices last year, following the pattern which has persisted for several years. The average growth target of 6.3% set for the 1964-70 Development Plan has been met, and the Government thus encouraged to seek the higher growth rate of 6.7% in formulating the new Plan for 1970-74. The current Plan period is off to a good start.

The balance-of-payments position continues to improve, with the estimated surplus now totaling approximately $47.3 million. Both capital and current accounts were strengthened last year, with the former contributing enormously to the rise in foreign exchange reserves. The deficit on current account was almost halved, primarily as the result of the improved trade position. Exports rose by 9% and import growth was only 1.3%. Net income from the important tourism sector fell, however, by an estimated $1.4 million.

Foreign trade improves

Kenya's trade deficit is down to $88.2 million. The largest growth in trade occurred in transport equipment owing primarily to the addition of a large jet airliner to the East African Airways fleet, but also to significant increases in motor vehicle imports. Japan led in this line, moving ahead of the United States to become third largest exporter to Kenya. The United States remains the fourth largest supplier, but only because Kenyan crude oil imports from Iran dropped. Imports of consumer goods fell last year, probably reflecting uncertainties about trade licensing and Africanization.

Coffee and tea accounted mainly for the surprising growth in Kenya's exports, aided by petroleum products and cement.

Movements of goods within the East African Community are erratic, and firm conclusions about the effect of the transfer tax on Kenyan exports to Uganda and Tanzania still cannot be made. Again last year, however, Kenya's trade surplus within the Community grew and now stands at $47.6 million. This pattern is likely to be altered in the 1970 statistics owing to the interruption of trade with Uganda earlier this year when the latter imposed exchange controls on transactions with Kenya. The United States is the third largest buyer of Kenyan goods.

The Kenyan economy has performed well and is basically sound owing in large measure to its capacity for diversification and the Government's pressure in this direction. The Government is open-minded about types of investment projects, requiring primarily that foreign companies conduct their activities in conformance with the country's development needs and goals. In this connection, the Development Plan for 1970-74 is an excellent guide to official development priorities.

The Government's recognition of the important role foreign private capital must play, coupled with its various policies fostering free enterprise, offers a highly favorable investment climate. At the same time, the Kenyan Government must cope with unemployment and other formidable problems affecting the social well-being of its people and, consequently, the political stability of the country. It will rely increasingly on the private sector to assist in manpower training and other programs, such as rural development, which are designed to stimulate the economy.

U.S. business interests in Kenya have grown steadily over the past few years in recognition of the country's economic progress and stability, the prospects for continued growth, the investment protection offered and the facilities available for commercial activity.

Kenya continues to seek external commercial relations which will diversify its export markets as well as the sources of its imports. As a Commonwealth member with traditional ties to Great Britain, which is its largest trading partner, official donor and private investor, Kenya naturally is strongly oriented to the latter. There is no preferential tariff arrangement with Great Britain, however.

A potential restraint on U.S. exports to Kenya lies in the agrement signed late last year between the East African Community and the European Economic Community, whereby the Europeans are to be granted tariff preferences ranging from 2 to 9% on 58 specified commodities in exchange for liberalization of their restrictions on East African exports. While this agreement will not become effective until ratified by all signatories, it illustrates the ties which the East African states are willing to accept to enlarge their export trade.

The United States should seek new possibilities of taking more Kenyan commodities. At present, U.S. exports to Kenya are nearly double imports and further expansion of export trade with Kenya is likely to relate to U.S. imports of Kenyan goods. The Kenyan Government has expressed concern about its overall unfavorable trade balance, and more stringent control over the importation of certain consumer goods is not in-

Partners in development

As a member of the East African Community, Kenya contributes to the development of railways, harbors, civil aviation and posts and telecommunications. All four service sectors are being improved and expanded with a substantial loan input from the International Bank for Reconstruction and Development. The Kenyan Government also attaches high priority to its own road system—new trunk and feeder roads, as well as improved maintenance. Kenya's largest airport expansion program will be carried out in Nairobi to ensure that it remain an important international air passenger and freight center. Work already is under way to relieve the pressure on passenger handling facilities.

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conceivable, although the advisability and necessity for this have been questioned.

The Government acknowledged its responsibility for stimulating the economy in its current budget presented in June. Government expenditures, financed by growing revenues and internal borrowing, are expected to rise by 17% to a total of $392 million, of which approximately one-fourth will be in the development budget. Foreign investors can take encouragement from the prospect of new opportunities for private economic activity which the Government's proposals offer. This is a welcome turn in official policy which heretofore has been conservative in light of Kenya's strong foreign reserve position and high internal liquidity.

Development plan unfolds needs

Investment needs in the tourist industry will not be satisfied in the near future. Building and construction, already a significant and growing sector, should receive further impetus from the Government's plans for additional housing. Kenya seeks to expand its productive capacity, particularly for the processing of agricultural goods for export. To accomplish this in the broader context of rural development, the country will need water supply and irrigation, roads, electrification, health and marketing facilities.

Improved farming methods leading to enlarged production and better quality also are planned, and a corresponding improvement in livestock production is envisaged.

These needs point to opportunities for U.S. technical and managerial skills as well as investment and sales. Progress in rural development gradually should bring about employment and enlarged purchasing power, which in turn will spur further imports and local production of goods.

The price stability persisting over the past several years shows some signs of weakening. The price index for the lower income group, which registered less than a 1% gain in 1968 and an actual decline in 1969, showed a 1.8% increase for the first five months of 1970. The middle income price index was up 2.7% for the same period and the cost of living for the highest income group is reported to be rising sharply owing mainly to higher prices for imported foodstuffs, clothing and footwear.

An increase of import duties on foodstuffs, which raised tariffs on most such products to a general level of 50%, was announced on June 17. This can be expected to contribute to further cost-of-living increases. Current price rises still are modest in comparison to those of some developing countries, however, and there is no reason to expect a serious upset in consumer price stability in the near future. Moreover, the Government is a close observer of the cost of imports and can be expected to curtail imports if necessary to preserve its foreign exchange reserve position and internal credit supply.

The predominant agricultural sector continues to contribute about one-third of Kenya's Gross Domestic Product. The value of marketed agricultural production grew last year by 7% in spite of unfavorable weather conditions in some parts of the country.

Again last year the share of small farmholders in gross marketed production was about half of the total. The Government envisages in the current Development Plan that the smallholders will augment their share of total output. This assumes that the agricultural credit system will improve to the benefit of the farmer and that producer prices will be brought more into line with ever-increasing production costs.

Provisional estimates indicate that tourism earned $46.8 million for Kenya last year, thereby dropping behind coffee which had led the country's foreign exchange earners until 1968. Statistics show that, while the number of visitors grew, the number of visitor days spent in Kenya declined and thus resulted in reduced tourist expenditures. It is likely that increasingly aggressive efforts by Uganda and Tanzania to attract tourists have contributed to this development in Kenya. Nevertheless, tourism remains a buoyant and important industry.

Investments in new and improved tourist facilities in Nairobi, the game parks and at the coast continued at a good level last year, and other sizable projects are on the drawing boards. Tourism also will benefit from planned airport expansions at Nairobi and Mombasa on the coast and from general improvements in the country's road system. The Government has recognized that publicity is a key element in the expansion of tourism and is committed to providing more funds for this purpose.

Estimates suggest that 1969 was the best year for manufacturing since 1964, with production growing by 11% and the value of sales by 10.7%. Food processing, the leading contributor to output, rose by more than 20% owing largely to the rapid growth in sugar production and grain milling. Improvements in the transport system have enabled the sugar industry to move cane surpluses.

Construction of a $36.4 million pulp and paper mill to be financed by the Kenyan Government, the International Finance Corporation and the Birla interests of India is expected to get underway this year at Broderick Falls in western Kenya. Firestone has started construction of its new $15.4 million tire plant on the outskirts of Nairobi, and the East African Oil Refinery owned by Shell/BP, Caltex and ESSO has expanded capacity by 10 percent and provided additional investment for grease and lubricating oil plants. Other smaller investments will lead to increased production of wood products, paint, chemicals and steel products. The Government's rural development program is intended to spark industrial growth in rural areas.

Significantly, the trade sector which is the largest borrower from commercial banks borrowed $5.6 million less in 1969 owing to the low level of imports. Advances to the agricultural sector rose by less than $1 million and to manufacturing by only $6.7 million (local borrowing by foreign companies is limited in principle to 20% of their Kenyan capitalization.)

ECONOMIC ACTIVITY IS INCREASING as Kenya consistently fulfills ambitious development plan goals. Here, stores line Kenyatta Avenue, main thoroughfare of Kenya's third largest city, Nakuru.

Copper paces Chile rally

Exports of other products also rising; strong import growth is expected

High copper export earnings continue to buoy the Chilean economy according to the semi-annual Economic Trends Report from the U.S. Embassy in Santiago. The growing reservoir of foreign exchange, coupled with expected measures to liberalize the import market, is providing a propitious setting for a sustained level of imports in 1970 and possible growth in 1971.

Chile's net international reserve position has improved greatly in recent years. For example, at the end of 1964 Chile's net international reserve position was in the red by $164.5 million and at the end of 1969 its net international reserve position was $211.4 million in the black. Much of the improvement has been due to the cyclically high price for copper, Chile's principal export. The Central Bank notes, however, that even with a normal price of 40 cents per pound for copper, the balance of payments surplus would have been $53 million annually in the period 1965-69.

An additional positive factor has been the increase in exports other than copper. The Central Bank notes that non-copper exports increased from $146.3 million in 1960 to $193.2 million in 1964 to $231.6 million in 1969.

In the period 1960-64 annual exports averaged $507.6 million; in the period 1965-69 annual exports averaged $896.4 million; and 1969 exports are estimated at $1,139.4 million. Much of the growth of export earnings is explained by copper —particularly the higher price for copper. In the period 1960-64 copper exports contributed 67% of total export earnings; in 1965-69 copper contributed 75%; and in 1969 copper contributed 80% of total export earnings. In 1970 export earnings are expected to exceed the 1969 level.

Merchandise imports have shown similar growth. According to the Central Bank, from 1960-64 annual imports averaged $501.1 million; in 1965-69 they averaged $782.2 million, and 1969 imports were estimated at $912 million.

In recent years much of the import growth has involved the copper industry, which has been importing large quantities of machinery and equipment to expand production facilities. The country's trade surplus, some $200 million in 1969, helped the Chilean Government to initiate a trade liberalization program in 1970. The program, which promises to permit a greater inflow of consumer goods and equipment for industrial modernization, has consisted to date in laying the groundwork for selective lowering of barriers to imports. The list of permitted imports has already been expanded, but high tariffs have been retained pending studies of what impact lower duties would have on domestic producers.

The Government has announced that it intends gradually to lower the high protection long enjoyed by many domestic producers in an effort to stimulate efficiency and thus enhance Chile's competitive position in the projected Andean Common Market.

The U.S., traditionally Chile's leading trading partner, currently holds a share of about 38% of Chile's imports—compared to about 12% for second place West Germany.

On the export side, Japan purchased an estimated 13% of Chile's exports in 1969, and is fast approaching the 17% share held by the U.S. as Chile's most important customer. Chile's leading exports continue to be copper and iron ore (for which Japan is currently by far the leading customer).

New opportunities for U.S.

Chile's concern for development of industries with export potential and aspirations for making the Andean Common Market a reality have considerable portent for U.S. exports. This development will doubtless affect the country's foreign trade patterns, and, consequently, the role of industrial suppliers.

The Chilean import market should hold firm in 1970 and 1971 despite a tapering off in capital goods imports for the copper expansion program. Equipment will be needed for large infrastructure programs underway or envisioned for road building, electric power, water resources, transportation, and telecommunications. Major industrial projects include expansion of production facilities in the areas of petrochemicals, electronic consumer goods, automobile assembly and components, processed foods, paper and pulp, and metal working.

Many of these projects are being carried out by government entities or are joint government-private industry efforts in which CORFO (Corporacion de Fomento de la Produccion), the national development agency, plays a leading part.

Presidential elections will be held on Sept. 4 after intense political activity and speculation both as to the outcome of the elections and the policies the emergent government will pursue. Two of the three candidates have published program documents with substantial economic content. The Tomic program, inter alia, places emphasis on government planning, on the expansion of cooperatives, and on domestic savings over foreign investment as a source of new development capital. It also calls for the nationalization of foreign banks and the remaining foreign interest in copper, and a much expanded role for workers in management decisions.

Broad nationalization is proposed

Among measures to "initiate the construction of socialism," the Allende program proposes the nationalization of copper, nitrate, iron and coal production, the banking and insurance systems; foreign trade, and key industries and marketing firms.

An Alessandri government would probably pursue more traditional policies. All three candidates have promised a vigorous attack on inflation.

The 1969 rate of industrial production growth was higher than in 1968 and 1967, and has given rise on various occasions in the last few months to conflicting statements by government and business officials.

Trends in employment in the greater Santiago area reflect the magnitude of recovery in the industrial sector during 1969. Employment in industry increased by 3.9% compared to 2.4% in 1967 and 2.1% in 1968. According to national accounts data, over-all industrial production grew by 2.8% in 1967 and 2% in 1968. Thus, the relative increase in employment suggests that industrial production grew more than indicated by the indices of production—more probably in the range of 3.5 to 4.5%. While this is an improvement from the recessionary conditions of 1967 and 1968, it would still be below the 6.3% growth for the years 1961-68.

In terms of new technology in Chilean industry, the most important event in years will be the intiation of four plants in the petrochemical complex near Con-

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cepcion, scheduled for the third quarter of 1970.

Agricultural production in Chile's famed central provinces declined substantially during 1969 as a result of one of the worst droughts known in central Chile. On the other hand, the southern half of Chile's Central Valley was blessed with good weather and above average production levels of most crops and dairy products.

Water conditions were much improved in the winter of 1969, ending the severe drought in all areas of the country except in the provinces north of the Aconcagua Valley.

In general, important Chilean businessmen and industrialists appear to favor the concept of regional integration. Although Chilean industry needs to become more efficient, there is a belief that Chile will not be hurt by competition from its Andean partners. There is growing realization that the local market is too small for efficient operation of many plants and that the Andean market opens prospects for Chilean exports.

The government strongly supports greater regional coordination of the petrochemicals industry and its new plastics industry. The Chilean Association of Plastics Industries (with the assistance of the LAFTA Secretariat) organized the first conference on the Plastics Industries of the Andean region, Apr. 13-17 in Santiago. Early in March four Andean country shipping companies—CSAV (Compania Sud Americana de Vapores, a Chilean line), Gran Colombiana, and two Peruvian companies combined in forming a shipping pool to negotiate with European lines, and have since won the right to carry on an increased share of their commerce with Europe. Chileans also hosted a meeting in early June of Andean country delegates in public and private sectors of the petrochemical industry to discuss ways of furthering the petrochemical complementation agreement.

The dealine for reaching agreement on a common external tariff for the Andean group countries and inter-Andean tariff reductions is Dec. 31. Considerable activity is under way to prepare the Chilean position on these matters.

In regard to nationalization of Anaconda properties, the Compania de Cobre Chuquicamata S.A. and Compania de Cobre El Salvador S.A. were formed last Dec. 27 to manage the two companies previously owned entirely by Anaconda. The price for Chile's 51% ownership is based on book value of the two mines at the close of 1969. The Chilean Government also has an option to purchase the remaining 49% interest after 1972.

Policies of new Government help Mali get moving in right direction; American presence is still slight

Economy has improved under guidance of youthful leaders; some modest growth in U.S. exports to Mali appears likely

The Government of Mali has dedicated itself to the reformation and revitalization of the nation's economy since it came to power in November 1968, according to the annual Economic Trends Report from the U.S. Embassy in Bamako. Finding itself in control of a desperately poor country dependent on outside assistance to meet Government payrolls and to import many of the necessities of life, the new Government moved to meet these problems, in some cases decisively, in others more cautiously. As a consequence, the economic picture in Mali has improved.

The 1970 budget is balanced without foreign budgetary support. Prices for agricultural products have been raised and production has increased. Legal sales have risen as the pressures which forced traders to resort to smuggling have been reduced. The Government issued new investment, mining, and petroleum codes which have attracted one large investment in a textile mill, a dozen smaller investments in light industry and agreements for large scale uranium and petroleum exploration by a Krupp-led consortium and Texaco, respectively.

U.S.-Mali trade still limited

Imports from the United States during 1969 totaled approximately $440,000. (A large U.S. PL-480 grain shipment to Mali is not included in these figures). Mali's dollar earnings derive from the sale of African art objects and songbirds, and a small flow of American tourists drawn to visit the "mysterious city", Timbuktu.

Although American products are held in high regard, Mali will probably continue to look to the European Common Market countries (France especially), as well as to the Soviet Union and Communist China to satisfy the bulk of its import needs. Malian ties to France remain strong because of the common use of the French language, familiarity with French culture and taste, and long established business and other connections. This natural affinity is reinforced by such practical considerations as transportation links and substantially lower duties on Malian purchases from Common Market countries.

There is also relative ease in obtaining foreign exchange for use with the franc zone. Mali's trade with Communist China, the Soviet Union, and other Eastern European countries is regulated by "swing credit" arrangements, which, while setting limits for Mali's indebtedness to individual states, provides for imports without immediate payment. Mali's imports from these nations sometimes come in the form of gifts or long-term loans on easy terms.

The prospects for an increase in American purchases from Mali are small. The United States itself produces Mali's principal exports in great volume. With the opening of a modern hotel in Bamako by the end of 1970 and the posibility that Western firms may play a role in Mali's future touristic development, U.S. tourist travel may increase in the future.

The Government hopes that other U.S. companies will follow Texaco's lead and look closely at investment possibilities in Mali. While Texaco and Krupp apparently have already obtained the most promising concessions, deposits of copper, bauxite, iron ore, manganese, lithium, phosphates, gold and diamonds have also been found. The Government is seeking financing for a dam in the Senegal River Valley of the Kayes region which would make the Senegal River navigable the entire year and thereby greatly reduce transportation costs. It would also provide plentiful electrical power. The Government has expressed great interest in finding American companies to exploit the areas known to contain iron ore and bauxite deposits. It would welcome American investment in light industry, either on the basis of sole ownership, or in cooperation with local entrepreneurs. Mali would particularly welcome the introduction of American ranching methods in its cattle industry.

Mali and the United States have an Investment Guarantee Agreement. At present the Texaco exploration agreement is the only known direct American investment in Mali.

Since independence Mali has received a total of some $23 million in bilateral American economic assistance and some $3 million in military assistance, largely in the form of training and aviation and engineering material. The military assistance program terminated in 1968. Two previously negotiated AID projects remain active. Construction on a Central Veterinary Laboratory will be completed by the end of 1970 and construction will begin soon on a Science Building for a Higher Teacher Training College. Two regional projects which include Mali are presently active and others are under study. Future emphasis will be on regional and multilateral projects and on U.S. assistance through the United Nations.

Ninety-five percent of Mali's 4.9 million people depend principally upon non-mechanized agriculture. During the 1969 growing season normal rainfalls enabled them to regain self-sufficiency in millet production and to reduce rice imports by 30%. While production statistics are not current, a survey of local markets reveals that millet and rice have remained freely available since the harvest. In past years millet has often been in short supply, even after good harvests. Government officials credit the improved situation to a decrease in hoarding and clandestine exportation. The Government is importing 15,000 tons of rice, 7,000 tons less than last year. It hopes to regain self-sufficiency in rice within the next three years.

Cotton production continues its steady growth. Government commercialization in metric tons for the last three years was: 1967-68, 31,500; 1968-69, 40,000; 1969-70, 48,000 (by April 1970).

Peanut commercialization has increased even more spectacularly. By April 1970 the Government had purchased 56,000 tons, an increase of 29,000 tons over the 1968-69 and 1967-68 level. There is still room for improvement. In 1963-64 the Government commercialized 75,200 tons of peanuts.

Legal live animal exports for 1969 were valued at almost 8 million dollars, a substantial increase over the 1.6 million dollars in legal exports recorded in 1968.

Mali's state enterprises have been plagued with many problems arising from their poor financial base and inexperienced management and personnel. Maintenance of equipment, inventory controls, and accounting procedures have been major areas of difficulty. Although the Government is under strong pressure to eliminate the unprofitable enterprises, it has moved cautiously. These enterprises are considered a bulwark of national economic independence. They are also major employers whose elimination would cause grave political problems. The Government has, however, strongly asserted its intention to eliminate any uneconomic enterprise and has ended subsidies to all enterprises.

On May 2 Texaco and the Government of Mali signed an agreement granting Texaco the right to search for oil over an area of 200,000 square miles in Northern Mali during a period of five years. Texaco has agreed to an initial investment of 3.3 million dollars. This follows by about a year an agreement with a West German Consortium led by Krupp to search for uranium in the Gao and Kayes Regions. Government officials are optimistic about the success of these explorations.

U.S. sales may grow

Two factors indicate the possibility of some modest growth in American sales to Mali. France seems willing to continue to guarantee the convertibility of the Mali franc. Import licenses for consumer products, once unobtainable, are now available in limited quantities. U.S. exports to Mali would have a better chance if the "reverse preferences" which give the Common Market such a strong tariff advantage over the United States were modified.

More goods to choose from

The range of consumer goods available in Mali continues to increase significantly. European canned goods and condiments, including many American brand names, are available in wide variety. Sugar, powdered milk, and rice (the only imported food purchased in large quantities by the average Malian) have been scarce only during brief periods of high demand. New automobiles, motorbikes, and bicycles are more widely available, as are cloth and clothing. Automobile registrations have doubled since November 1968. With the relaxation of the old regime's restriction on commerce, the number of small merchants has increased. The Government would like to see more traders go into light industry. SOMIEX, the state trading corporation, continues to control the bulk of imports and exports.

Expatriate Malians continue their profitable trading in all parts of Africa. Many have amassed sizeable fortunes. The recent wave of alien expulsions from other African states has encouraged some of these Malians to return some of their assets to their homeland.

Imports into Mali in 1969 amounted to $39.2 million, compared with $34.0 million in 1968 and $25.6 million in 1967. Last year's exports climbed to $17.6 million from $10.6 million in 1968 and $8.2 million in 1967. Last year's trade deficit amounted to $21.6 million.

Mali's major foreign suppliers during 1969 were France ($11.9 million), the Soviet Union ($3.3 million), Communist China ($3.3 million), the Ivory Coast ($3.3 million), and Senegal ($3.1 million). The principal imports were petroleum products, foodstuffs, vehicles, machinery and spare parts, cotton cloth, pharmaceuticals, and construction materials.

According to Malian customs statistics Mali's major customers are her African neighbors and France. These figures are somewhat misleading, however, since many goods are credited to these countries which are only passing through in transit to Communist countries. Mali's chief exports are livestock, cotton, peanuts and fish.

The Government has presented a balanced budget for 1970. For the first time in many years, no outside budgetary assistance is being requested. Revenue has been bolstered by the decrease in smuggling and less reluctance by the population to pay taxes. The Government has cracked down on tax delinquents. It has also closed many tax loopholes, such as the duty-free importation of automobiles by civil servants, and raised the head tax.

In August, 1969 Mali reluctantly followed the French lead and devalued its currency by 11% to 554 franch per one U.S. dollar. There is widespread belief among Malians that the Malian franc is now undervalued. Despite the continued balance of payments deficit the Government has committed itself to work for a future upward revaluation. (It hopes to bring imports and exports into balance by the end of 1972.) Under present circumstances no change can be made in the Mali franc's value without the approval of France.

With the exception of Mobil Oil of West Africa and Texaco Africa Ltd., which sell petroleum products throughout Mali, and Texaco's oil exploration team, no American or American-controlled firms have offices or installations in Mali. The only purely private bank in Mali, the Banque International pour L'Afrique Occidental (BIAO), is 49% owned by a subsidiary of the First National City Bank of New York.

A dozen American firms are represented in Mali, mostly by branches of West African French companies headquartered in France. The products sold include construction and agricultural equipment, air conditioners, refrigerators and radios. The number of U.S. firms represented has dropped considerably in recent years.

XUM

Congo's leader, while in U.S., spotlighted business opportunities

President Mobutu seeks to encourage U.S. investment; says nation now offers political and economic stability

The recent visit to the United States of President Joseph Mobutu of the Congo (Kinshasa) emphasized the growing opportunities presented by the Congo for U.S. traders and investors. During his Aug. 4-14 stay, President Mobutu held wide-ranging discussions with U.S. Government officials and representatives of the U.S. business community in an effort to show that a larger American commercial presence in the Congo could be of mutual benefit to U.S. businessmen and to Congolese economic development.

Early in his visit, President Mobutu met with Secretary of Commerce Maurice H. Stans. During this meeting President Mobutu indicated that he did not want U.S. commercial relationships with the Congo to be determined by third parties. This statement referred to the practice whereby U.S. and other foreign firms frequently sell to the Congo by way of Belgian-owned intermediaries located in either Belgium or the Congo. The Congolese feel that this practice of dealing through non-Congolese intermediaries results in excessive mark-ups and causes an excessive drain on the Congo's foreign exchange resources.

Relating to this practice was the Congolese Government announcement earlier this year that after Dec. 31, 1970, no foreign firms can sell to the Congo via intermediaries. It appears that this policy will focus first on automobile distributorships and then possibly be extended to other sectors of the economy. Under this policy, distributors of imported goods, if they are not owned directly by the suppliers, will have to sell at least half their shares to Congolese nationals. In the interim, U.S. firms dealing with the Congo should in all cases endeavor to make their transactions directly with the Congolese.

Another subject discussed during President Mobutu's meeting with Secretary Stans was the second Kinshasa International Fair, which will be held June 24-July 11, 1971 (the first Kinshasa International Fair was held in 1969). Secretary Stans indicated that the U.S. Department of Commerce will participate in this fair. The fair should provide an opportunity for U.S. firms interested in selling in the Congo to make their wares known to this promising market and make substantial sales.

PRESIDENT NIXON GREETS Congolese President Mobutu at White House welcoming ceremony on Aug. 4. Also in the picture are Secretary of State William P. Rogers and Mrs. Rogers, Mrs. Nixon and Mrs. Mobutu.

At present, U.S. investment in the Congo totals only about $25 million out of a total foreign investment there (heavily Belgian) of approximately $3 billion. While the United States provided some $400 million in economic assistance to the Congo from 1960-1968, private U.S. investors have been hesistant to initiate operations in the Congo because of the instability that plagued the country after its independence from Belgium in 1960. Since 1967, however, the country's record has been one of political stability and rising levels of production.

Backs talk with action

The increasingly favorable investment climate in the Congo has been enhanced by the publication of a new Investment Code in July 1969. This Code grants substantial tax advantages for new investments and guarantees the repatriation of profits and capital. Another favorable factor for the Congolese investment climate is the 1969 settlement of the claims arising from the nationalization of the Belgian Union Miniere copper mines at the end of 1966.

The Congolese Investment Code provides for two types of investment incentives: (1) those listed under the Code itself, and (2) those specific additional benefits that may be negotiated and set forth in a convention between the Congolese Government and the investing enterprise. The specific investment incentives provided for in the Code are as follows:

- Exemption from incorporation fees;
- Exemption from import duties levied upon the importation of capital equipment;
- Exemption for five years from the corporate income tax;
- Exemption from the tax on the earnings of a firm's expatriate employees until the firm has entered production; and
- Exemption from real estate taxes for five years.

As a result of these benefits, as well as the increasing political stability and buoyancy of the Congolese economy, investor confidence and interest in the Congo has been increasing substantially. As of April 1970 the Investments Commission created by the Investment Code had approved nearly 20 proposed investments.

With regard to new U.S. investments, currently under way are a 260-room Pan American Intercontinental Hotel in Kinshasa, a Union Carbide mining operation

in the Eastern Congo, and a Continental Grain Co. flour mill in the port of Matadi. Also, U.S. investments in the fields of automobile assembly, aluminum smelting, and tire manufacture are being discussed with the Congolese.

In addition to investment opportunities, which are manifold, U.S. firms should be aware of the Congo as a promising export market. Congolese foreign exchange reserves were in excess of $200 million at the end of last year, and these reserves, combined with a continuing high world price for copper, the Congo's leading export, point to an ability to finance a larger import bill. In addition, rising GNP, wage increases, credit liberalization, and high levels of public and private investment indicate a rise in import demand. Given what is in many cases a marked preference for U.S. goods and services, U.S. suppliers should share in any general rise in Congolese imports, although there is still a necessity to adopt more aggressive selling techniques if U.S. firms are to outsell European and Japanese competitors.

Imports of trucks, tractor trailer combinations, and parts and accessories are likely to increase significantly over the next several years and will offer an excellent sales prospect for U.S. exporters. The market for other types of transport equipment—including aircraft, locomotives, and boats and barges for transportation on inland waterways—is also expected to expand markedly. In addition, there should be increased demand for machinery for industry and mining. With regard to construction, the United States is in an excellent position to supply much of the earth-moving and excavating equipment that the Congo will require.

An impetus for U.S. exports is provided by U.S. economic assistance to the Congo. While such assistance has declined somewhat in the last few years, the present level of $10 million to $15 million per year is still highly significant in relationship to the volume of U.S. exports to the Congo ($44 million in 1969). Of particular interest is a new transport sector loan which is to be made in the near future. This loan, which will total $10 million and which will be repaid over a period of 30 years at 3% interest, will be used to improve the Congolese transportation system.

Rehabilitation of the transport sector is of top economic priority for the Congo and the keystone of this sector is the water transport system. Procurement of goods and services financed by this loan will be exclusively from the United States, and the loan will therefore present many opportunities for U.S. exporters. Items to be financed by the loan will include a new floating drydock facility to be installed at Boma. Also included may be such equipment as marine engines; winches and cranes; buoys, chains and other beaconing equipment; barges and tugboats; radio and radar equipment; generators and compressors; workshop tools and machinery; fire-fighting equipment; and fork-lift trucks and tractor-trailer combinations.

Helping to further industrial expansion in the Congo and to provide foreign exchange for capital equipment imports will be the country's new development bank, SOCOFIDE. Although SOCOFIDE was legally established in January, it will probably not make its first loan before the end of this year. Of SOCOFIDE's $4 million in capital stock, 55% is owned by Congolese investors, including the Congolese Government and the Congolese central bank, 19% is owned by the International Finance Corp., and 26% is owned by 13 financial institutions in the United States, Japan, and Europe.

While the Congo is an Associated Overseas Country (AOC) of the European Economic Community (EEC), it does not follow the practice of other AOC's in giving tariff preferences to EEC products. Thus the United States enjoys most-favored-nation tariff treatment in the Congolese market. Also, except for revenue-raising tariffs, the Congo is generally free of licensing requirements, quota restrictions and other import barriers. This liberal import regime is of great advantage to U.S. suppliers, and the non-discriminatory tariff treatment helps put them on more of an equal footing with European competitors.

U.S. firms interested in obtaining further information on trade and investment opportunities in the Congo should contact the Africa Division, Office of International Regional Economics, U.S. Department of Commerce, Washington, D.C. 20230.

Spain reorganizes trade office, sets up export insurance unit

To clarify the jurisdictions and responsibilities in matters pertaining to Spanish imports and exports, the Government of Spain reorganized the Office of the Under Secretary of Trade within the Ministry of Commerce.

The Office of the Director General for Exports will now handle all matters pertaining to the sale of Spanish products abroad; matters relating to imports will fall under the Office of the Director General of Customs Policy for Imports.

A separate division within the Office of the Director General of Trade Policy has been established to handle Spain's relations with the European Common Market, including implementation and operation of the recently signed preferential trade agreement.

Details regarding the reorganization are contained in Decree 1847 of July 3, 1970, which became effective with its publication in the July 6 issue of "Boletin Official del Estado".

In the Boletin of July 7, the Spanish Government announced Law No. 10, July 4, 1970, establishing a centralized export credit insurance firm to provide insurance against commercial, political and certain extraordinary risks as defined in the law.

The firm, Compania Espanola de Serguros de Credito a la Exportacion, S.A., will handle the coverage of commercial risks resulting from foreign trade, as well as political and extraordinary risks; the risks being specifically identified in the Law. The standard credit risks will be covered by the company under usual commercial conditions. Political and extraordinary risks will be handled by the company acting as agent for the Spanish Government.

The company's initial capital will amount to 400 million pesetas (U.S. $1 = 70 pesetas), with the Government holding an undetermined majority participation.

The firm's president will be appointed by the Government at the recommendation of the Minister of Finance. The firm is expected to be self-sufficient, but when, or if needed, the company may request special credits from the Bank of Spain.

The new legislation also provides for the creation of an Export Credit Insurance Committee under the chairmanship of the Under Secretary of Finance, to assist and advise the administration in matters of export credit insurance; propose to the Government the maximum insurance coverage that may be granted by the new firm; ratify the contracts for coverage of political and extraordinary risks in excess of the technical limitations established by the Ministry of Finance; and approve the reinsurance contracts mentioned in the Law. The Committee will also control and supervise the company's relations with the administration. The Committee will submit an annual report to the Spanish Cortes (Parliament) on the new company's financial, political, and administrative situation.

The Law further authorizes the Government to publish as necessary regulations for the implementation of the Law and to consolidate into a single text all legislation pertaining to this matter.

XUM

Market in Italy for computers, peripheral items seen as favorable

Milan report notes U.S. sales of conventional business machines are limited, however, as demand is met largely by local firm

Italian consumption of computers and peripheral equipment grew substantially last year, a trend that is fully expected to continue into the foreseeable future, according to a recent report from the U.S. Consulate General in Milan.

Although Italy's production and sales of electronic data processing (EDP) equipment are predominantly in the hands of American companies, much of the market for conventional business machines will remain under the domination of one Italian manufacturer, Olivetti. Olivetti intends to continue providing conventional equipment for the Italian and world markets.

The rapid growth of the Italian computer market continued unabated in 1969. Firms in the manufacturing sector of the economy further increased their already dominant position as the main buyers of EDP equipment, absorbing 46.5% of the such equipment distributed in 1969. There were an estimated 2,500 EDP units installed or on order in Italy as 1969 ended.

Italian manufacturing industries are primarily interested in medium and small capacity systems with a monthly rental rate ranging between $2,000 and $4,000. An increasing number of large capacity units renting for $10,000 a month are being acquired, particularly by the chemical, mechanical, steel, and textile industries. Other consumers of EDP units include banking and insurance institutions which accounted for 20.2% of the sales of EDP equipment in 1969, followed by educational institutions (10.2%), and government (9.8%).

The most significant corporate development in the computer field last year was the formation of Siemens Data, a sales organization for Siemens, jointly owned by Siemens (51%) and STET (49%), the Italian government's holding company for telecommunications. Creation of this sales organization will undoubtedly compete with American computer companies active in Italy, particularly for potential sales to government agencies and government controlled firms.

In another important development, IBM announced that by July 1, 1972, it will have "unbundled" its price schedule for all equipment sold in Italy, and will establish separate prices for hardware, software, and servicing. This should open up increased opportunities for American software companies in the Italian market. To date no American software firms are active in Italy although several Italian companies, including Intersiel, an IRI government-owned holding company, have been recently established.

Time sharing limited

The volume of business in time-sharing remains small in Italy, due to the extremely high cost of telephone lines and because most Italian firms are not yet accustomed to thinking in terms of sharing such equipment. With the development of the Italian computer market over the next few years, however, prospects for time-sharing systems should be excellent. By the end of 1969, four companies—General Electric, IBM, Siemens, and Univac—were involved in time-sharing.

Although the computer leasing field is promising, it has had only limited success because leasing companies must pay the Italian turnover tax twice: once when they purchase the computer, and once when they lease it to their customers. This disadvantage will disappear in January 1972, when Italy substitutes a value-added tax for the turnover tax, and at that time, leasing should increase.

As the installation of large computers continues to grow in Italy, there should be an even faster expansion of the market for peripheral equipment. At present, the most promising market appears to be for conventional terminals, but the demand for more sophisticated equipment is increasing. Owing to the fast expansion in most industrial sectors of the Italian economy in recent years, there is a continuous demand for more modern equipment. Therefore, the Italian demand for such equipment as real-time terminals, keyboards, and input/output typewriters, is expected to expand quickly over the next few years, and should present many excellent opportunities for U.S. makers.

The Italian market for conventional business machines in 1969 has shown an increasing preference for more sophisticated equipment, such as electric typewriters, electronic calculating machines with ¾ operations, and electro-mechanical accounting machines. This trend is expected to accelerate in coming years but will offer American companies only a limited market for their more advanced business machines because of the dominant position of Olivetti in the Italian market. Although Italian business machine manufacturers raised wages in 1969 to satisfy worker demands, prices were raised only slightly, in the hope that labor costs will be offset by increased productivity.

By the end of 1970, Olivetti will have transferred production of portable typewriters to its Spanish subsidiary, and will no longer manufacture such machines in Italy. The expected increase in Italian imports from Spain will eliminate much of the German, Dutch and Japanese presence in the Italian typewriter market.

Olivetti also dominates the Italian market for mechanical calculating machines. Japan, however, has made inroads in the still small market for electronic calculating machines. Japan's potential in this area is quite strong provided Japanese manufacturers overcome their two basic problems in Italy—a lack of established commercial organizations, and the traditional Italian preference for printing calculators.

The sale of accounting machines promises to be one of the best areas of growth in the Italian business machine market. Olivetti's new Auditronic 770 "minicomputer," which can be used off-line as a standard electro-mechanical accounting machine or on-line as a terminal for a large electronic data processing system, will be in direct competition with National Cash Register's accounting machines and Burrough's new TC 500 terminal computer.

Another growing Italian market is that for copying equipment. Here, Rank-Xerox leads the market in terms of copies reproduced annually, while Minnesota Mining and Manufacturing, with its small- to medium-size units, dominates the Italian market in terms of number of units installed.

Copies of the Consulate General's complete report, on which this article was based, may be obtained free of charge from the Commercial Intelligence Division, BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, referring to order number DIB 70-06-148. A related publication, *Electronic Data Processing In Italy* (IMIS 70-224), was released in June and may be obtained for 10¢ from the International Marketing Information Service, U.S. Department of Commerce, Washington, D.C. 20230.

Pakistan announces import policies for period to December

Features higher foreign exchange allocations for private sector

Higher foreign exchange allocations for private sector imports and the extension of the Export Bonus Scheme are features of Pakistan's import licensing policy for July-December 1970. The policy was announced by the Minister of Commerce on July 10.

The basic structure of the private sector import policy, with imports effected under the Free List, Licensable List, Cash-cum-Bonus List and Bonus List which are at varying effective rates of exchange, continues as described in *Overseas Business Report* (OBR) 70-14, *"Foreign Trade Regulations of Pakistan"*, May 1970. (See also INTERNATIONAL COMMERCE, Mar. 9, 1970, p. 15, for a comparison with the previous six-months policy.)

The major change from the previous policy is the extension of eligibility for receipt of bonus vouchers for exporters of primary products; this privilege was usually given only to exporters of manufactured products. Exporters of raw jute, raw cotton, rice, hides and skins and other primary products will now receive bonus vouchers equivalent to 10% of the f.o.b. value of their exports. At the same time, the bonus for export of raw wool is reduced from 20% to 10%.

In addition, the rates of bonus paid to exporters of goods which were already eligible are increased from 30% and 40% to 35% and 45%, depending on the commodity. With the resulting increase in voucher availability, imports under the bonus system will cover a proportionately larger share of private sector imports than previously.

The changes made in the product coverage of the four import lists, including the addition of some previously banned items, are outlined below:

► Free List—This list contains the same 14 items of industrial raw materials as previous, with the modification that mining machinery (formerly importable under Cash-cum-Bonus) and certain complete machinery plants not produced in Pakistan (formerly importable under a separate Industrial Development Schedule) may be imported under the Free List from barter sources in Socialist countries.

► Licensing List—Oat groats for the rolled oat industry and artificial limbs have been placed on this list, bring the number of items to 38; principally, the list is essential consumer goods and some raw materials.

► Cash-cum-Bonus List—Most of the current policy changes concern this list, which is the main channel for imports of industrial raw materials into Pakistan. The following items previously banned for import have been placed on it: certain components for the lamp manufacturing industry (brass caps, tungsten filaments, lead-in wire); manila rope and anti-friction alloy-11D for the inland water transport industry; soda ash; Prussian blue, slik cocoons. Also, six items previously on the Bonus List have been added: rosin, alum, aluminum sulphate, sodium sulphide, gilsonite, and breeding animals. Finally, tools and workshop equipment not available from barter sources and components for the manufacture of machine tools, formerly importable only from barter sources under the Free List, may now be imported from world-wide sources under Cash-cum-Bonus.

In the January-June 1970 licensing period, the usual requirement for surrender of bonus vouchers when a transaction is initiated was modified for importers under Cash-cum-Bonus to permit deferral of voucher surrender until the goods arrived. This is tightened in the new policy to limit this deferral privilege to: commercial importers whose annual quotas do not exceed Rs. 10,000 ($2100); industrial importers whose annual entitlements do not exceed Rs. 30,000 ($6300); and imports by exporting industries under the Raw Materials Replenishment Scheme.

► Bonus List—The List of permissible imports under the Export Bonus Scheme (previously 262 items) has been expanded with the addition of the following once banned items: betelnuts, brake and clutch linings, filter rods/cork tips, viscose tear-off ribbons, high pressure nuts and bolts for marine diesel engines, nail cutters, and safety helmets of fiberglass/plastic.

As under previous policies, goods on the other three import lists may also be imported under Bonus by surrender of bonus vouchers equivalent to the full value of the purchase.

Preferential treatment is accorded to importers in East Pakistan in the case of 43 items in the current policy. The following items may be imported into East Pakistan under the Free List but are banned in West Pakistan: aluminum circles; and sodium citrate, caffein citrate, and ferri-etammon citrate of higher than BP grade. Several items are importable into East Pakistan under the Free List but must be imported under full Bonus into West Pakistan, including fractional low lift pumps, turret lathes up to 1 inch spindle bore, band saw blades, copper sulphate, sodium sulphate, sodium hydrosulphite, potassium nitrate, sodium nitrate, and methanol.

Most of the remaining items are importable under Cash-cum-Bonus into East Pakistan and under full Bonus into West Pakistan. These include condensed milk, slate and slate pencils, sago, umbrella cloth, CKD commercial vehicles, motor vehicle parts and accessories, certain tractor parts, soda ash, rosin, Prussian blue, ammonium chloride, alum, and aluminum sulphate.

Movement of imported goods between East and West wings is prohibited.

Details concerning the licensing policy for specific items may be obtained from BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

OBR 70-14 is available for 15 cents from any Department of Commerce Field Office or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Tourist exchange rate

Persons visiting Pakistan will now be given 45% bonus rate on all foreign currency exchanged for rupees. Depending on the going market price for bonus vouchers, the tourist may realize Rs. 8 to Rs. 9 per dollar exchanged (the official rate is Rs. 4.76 = US$1).

Extension of bonus rates to various other invisible receipts and payments will be reported when full details are available.

Iran tightens regulations on imports of machinery

Iran's Ministry of Economy has issued tighter regulations for import of many types of spare parts and accessories for machinery and transport vehicles. These items now require a permit from the Ministry of Economy before importation. In view of the tighter control on import of such items, the latest information should be obtained before shipment.

Inquiries concerning specific items should be addressed to the Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

XUM

Pakistan will buy U.S. goods, services with two AID loans

$12.8 million goes to electric power, land reclamation projects

The Agency for International Development has authorized two loans totaling $12.8 million to the Government of Pakistan for the improvement of land reclamation projects and expansion of electric power distribution systems in West and East Pakistan.

Of the total, $9.5 million will help to finance the expansion and modernization of the Greater Chittagong regional electric power grid in East Pakistan. With $11 million in Pakistan local currency, the funds will be used by the East Pakistan Water and Power Development Authority to hire U.S. consultants, train local personnel, and purchase the necessary electrical equipment in the United States.

The planning and construction of the transmission lines and distribution system are regarded as especially important since they will serve as models for other regional electrical distribution programs in Pakistan.

The other $3.3 million loan, to be matched in local currency by Pakistan, will finance dollar costs or maintaining tubewells and rehabilitating water courses in existing salinity control and land reclamation projects in the Punjab Province of West Pakistan.

The loan will provide foreign exchange capital to pay for consultants, non-corrosive fiberglass casings for tubewells, and transportation, shop, and watercourse rehabilitation equipment. The Department of Irrigation and Power of Punab Province in West Pakistan will carry out this project.

Portugal ends some taxes in modernization effort

Over the past several months, the Government of Portugal has eliminated or modified a number of taxes which had become less important as sources of revenue and which had the effect of hindering business and restricting consumption. These tax changes reflect the government's previously announced intention to modernize the economy.

Internal tariff barriers, which for many years inhibited the flow of goods between the Portuguese mainland, the Azores and Madeira, were lifted on most goods under the terms of Law No. 5/70 of June 6. Still subject to customs duties are wines and spirits in bulk, tobacco and tobacco products, and saccharine products. Shipments between continental Portugal and its adjacent islands and between the Azores and Madeira will be subject to control by customs and require customhouse permits for statistical purposes.

Additionally, the taxes on the use and possession of cigarette lighters and on fish landings were abolished by Decree 237/70 of May 25.

French demand for capital goods builds export market

Prospects for exports of capital goods to France during 1970-71 remain very favorable, based on a recent report of business expectations by the French Government Statistical Institute. The June survey, regarded as a reliable indicator of how the business community views the medium-term future, indicates that productive capital investment by non-financial corporations is expected to grow in volume by 20% (by 26% in value) in 1970, and by 14-15% (by 20% in value) in 1971. During these two years, increases are expected to be concentrated particularly in the export sector. Based on this survey, the Institute is tentatively projecting a rise in total public and private sector capital goods investment of approximately 7% in 1971.

Shortage of capital

The survey revealed that 59% of the firms polled are experiencing shortages of working capital, one of the highest levels in several years. While prospects for sales of capital goods are favorable, flexible credit terms from U.S. exporters are an important factor in securing orders.

Exports of American capital goods to France have increased substantially this year. During the first six months of 1970, exports of non-electrical machinery increased by 26.3% in value over exports for the same period in 1969, rising to $199.8 million; exports of electrical machinery rose by 10.5% to $72.2 million; and exports of transportation equipment rose by 18.9% to $96.7 million.

Sales of several specific commodity categories have risen substantially: aircraft, 23.2%; office machines, 115.3%; mechanical handling equipment, 19.7%; electrical switchgear, 32.5%; heating and cooling equipment, 42.9%; machine tools for working metal, 93.3%; ball and roller bearings, 19.9%; textile machinery, 53.3%; electrical power machinery, 25.9%; and statistical machines, 35.8%.

Kuwait classifies builders by job capacities; several projects due in next year

Kuwait has announced plans to initiate several large construction projects before January, with others following throughout the year. Preference in selection of firms will be given to those willing to pool their capital and skills with qualified Kuwaiti firms. The Kuwait Government is also seeking consulting services for a variety of major projects.

Applicants for public tenders in Kuwait must fulfill the following conditions: (a) Foreigners must be associated with a Kuwaiti merchant under an official and legalized contract. (b) Applicants must be registered in the list of Contractors and Suppliers prepared by the Central Tenders Board.

Classification effort

A classification sub-committee has been set up to classify contractors who appear in the List of Contractors and Suppliers according to the firm's financial and technical standing, and previous works carried out. The classification system consists of four groups:

GROUP 1. Contractors able to undertake large constructional projects (minimum value $2.8 million; maximum value $14 million). This group may not apply for contracts whose estimates are less than $1.4 million.

GROUP 2. Contractors with technical and financial resources to engage in tenders of up to $2.8 million. A contractor in this group may not engage at any one time, in the execution of contracts whose value of uncompleted work exceeds $2.8 million.

GROUP 3. Local contractors not permitted to engage in total works exceeding $1.4 million.

GROUP 4. Local contractors not permitted to engage in total works exceeding $700,000.

Classifications are subject to annual review and appeal.

For more information, **write:** Near East-South Asia Division, BIC-896, U.S. Department of Commerce, Washington, D.C. 20230.

Pledge made to back property rights in Ecuador change

President offers assurances, aims to end decree role in '72

Faced with imminent nullification by the Ecuadoran Supreme Court of his revenue decrees issued May 12, President Jose Maria Velasco Ibarra assumed "supreme power" late in June, thereby suspending the Constitution of 1967, the Congress and the Supreme Court. The President has pledged to respect the rights and property of Ecuadorans and foreigners, to follow the Constitution of 1946 while ruling by decree and to step down from office on Aug. 31, 1972, the end of his elected term.

In addition to retaining the May 12 decrees, Velasco has since initiated a number of significant reforms, including an extensive revision of the foreign exchange regime. Following is a summary of some of the more important measures.

Decree 466—Established "emergency budget," transferring funds from development expenditures to service budget and appropriating new revenues from subsequent taxes.

Decree 467—Abolished income tax exonerations under the various laws for promotion of industry, tourism, handicrafts and cottage industry, agriculture, forestry, fisheries and development of underdeveloped regions (Canar, Azuay and the Oriente); raised some duty exonerations and deferred some investment tax credits under the industrial development law; provided some 20 changes in the income tax law, including a flat rate of 40% on remittances abroad of interest, royalties and profits.

Decree 468—Provided new taxes on property whose value is increased by public works projects.

Decree 469 (as amended by Decree 23 and 124 of June 30 and July 23, respectively)—Established new regime of taxes on sales and services: 4% (on value added) an all transactions involving commodities (exemptions for some foods, small businesses, and others), 4 or 10% on many commercially-rendered services, and 6-12% on 26 groups of luxury items (temporarily suspended by Decree 124); eliminated stamp tax on commercial invoices; abolished sales tax exonerations under the various economic development laws (but maintains exemption for exporters).

One of the first and most important actions of the new government was to move to control the increasingly difficult balance of payments problems facing the country. By Decree 5 of June 22, the Central Bank assumed complete control over all foreign exchange transactions (which were temporarily suspended) and banned foreign exchange accounts held by Ecuadorans or permanent foreign residents. Some transactions formerly carried out at the official rate were subsequently switched to the free market, and new export taxes were imposed.

Basic program

While some regulations are still unclear or incomplete and others are subject to change, the basic new regime is expressed in the following legislation:

Decree 7 (June 23)—Established a cabinet level Secretariat of Foreign Trade and Integration, consolidating regulatory and administrative powers over foreign commerce; replaced former General Directorate of Foreign Commerce.

Decree 24 (June 29)—Created Exchange Committee with control over "free market" rate and charged with establishing regulations for transactions formerly carried out at that rate, including travel, tourism and transactions related to unregistered foreign investment; regulated mandatory sale of foreign exchange holdings to the Central Bank; eliminated 1% tax on foreign exchange transactions.

Resolution (un-numbered) of the Exchange Committee (July 3)—Regulated sale of foreign exchange for personal expenses to travelers leaving Ecuador.

Decree 47 (July 5)—a). Required that total receipts from all exports, except coffee, cocoa, sugar and the "surrender price" for bananas (established as 50% of f.o.b. value by Decree 95 of July 16) must be sold to the Central Bank for sucres at the "free rate;" coffee, cocoa, sugar and surrender price for bananas must be sold at official rate. b). Established taxes to be levied on all exports except coffee, cocoa, and sugar: 7% on bananas and 15% on others (revised to 3 and 7%, respectively, by Decree 95). c). Switched purchases of foreign exchange for List II imports to the free market. (As a transitory provision, all List II imports for which import licenses had been granted prior to this decree must also be negotiated at the free rate unless full payment had already been lodged with the Central Bank—prior deposits do not qualify as payment). d). Reduced to 20 and 30% the "monetary stabilization surcharges" on the first three and the fourth segments, respectively, of List II imports.

The official exchange rate remains at 17.82 and 18.18 sucres to the dollar, buying and selling, respectively; the rates fixed for the "free market" were 23.20 and 23.43 as of July 13.

In addition to the failure of Congress to provide new revenues, much of the blame for the government's fiscal crisis was placed on the lack of executive control over the budgets and operations of the multitude of autonomous government agencies. A number of decrees since June 22 have been aimed at reorganizing these agencies under executive control. Some delays and difficulties in transacting business may occur during this period.

Other actions taken by the government have included the nationalization of sugar exports under the U.S. quota, the freezing of rents at their current levels and the provision for government purchase and distribution of medicine at cost.

Spain issues new rules on tax rebates for exports

The Spanish Ministry of Finance has issued new regulations concerning tax rebates for exports, modifying all regulations previously in force and adjusting them to General Tax Law provisions.

Decree No. 1255 of Apr. 16 defines tax rebates for exports as follows: the return by the Treasury to the exporter of all or part of the indirect taxes levied during the production, manufacture, and trade of the goods, products, and articles finally exported, within the limitations established by international agreements signed by

Rebates are tied to the final export of the goods in question. Those entitled to rebates are defined as the individuals or firms exporting the goods, providing they meet the following requirements: 1) they are officially authorized to engage in export trade and are registered as exporters, and 2) all the documents covering the export transaction are issued in the name of, or for the account of, the exporting individual or firm. In certain cases, the beneficiary may be an individual or firm designated by special legislation.

The Government will calculate rebates on the same value on which the taxes being refunded are assessed. According to the decree the calculated value for rebate purposes of the exported product may not exceed the domestic or internal value of an identical or similar commodity on the local market, which internal value is defined as the price at which a producer or manufacturer sells to an independent wholesaler f.o.b. port, airport, or frontier point of embarkation.

The Decree was published in the Spanish official bulletin on May 5 and became effective on June 1.

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Investments, Licensing Opportunities

The Office of International Investment is presenting licensing and investment proposals from foreign firms in a new, time-conserving format to enable readers to pinpoint promising proposals in their fields of interest.

Each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification Manual. The specific product interests have been printed in bold type in each proposal to facilitate ready identification. The articles highlight the major features of each opportunity and include the name and address of the foreign company or the organization from which such information is obtainable.

U.S. firms interested in following up on specific opportunities are urged to write the Office of International Investment for complete details (see box). In addition, we shall continue to feature articles of general interest in the international investment field.

1511—ISRAEL—Company seeks U.S. license to **construct elevated grain silos** in which grain can be emptied by gravitation directly onto trucks and railcars. Firm currently engaged in the plan, design, organization and supervision of construction projects, primarily government and public buildings. The company, an affiliate of International Engineering Center Ltd., has an experienced staff of 30 and enjoys a good reputation. Firm maintains offices in Tel Aviv, Jerusalem and Haifa. Gottesman-Vagshal-Fish-Kedar, E. Gottesman & Partners Engineers, Ltd., 5 Petetz Hayut St., Tel Aviv, Israel. WTD. **P-70756.**

2433 — MEXICO — Licensing arrangement for **automatic oil burners.** Exports, manufactures and sells ovens, burners, incinerators, water heaters using distillates, residual fuel oil, diesel, kerosene and gas. Seeks technical know-how. Located in industrial area. Tallers Klein, Dr. Garciadiego No. 208, Col. Doctores, Mexico, D. F., Mexico. WTD. **P-70743.**

2520—GERMANY—License to manufacture **office furniture.** Manufactures and distributes office furniture including furniture for punchcard, data processing and filing systems. Seeks product line expansion. Established 1898. General Gebr. Neuhaus, 15 Am Bahnhof, Postfach 108, 4323 Altendorf, Germany. WTD. **P-70748.** Copy of the firm's catalogue (in German) available, on loan, from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

2800—AUSTRIA—Seeks to represent U.S. firms interested in licensing or marketing their products in Eastern Europe. Primarily interested in **chemical, plastics and rubber** industries. Will assist American companies wishing to sell technical know-how, establish production facilities or set up distribution channels. Is subsidiary of German chemical concern. Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230. **P-70769.**

2810 — ENGLAND — Licensing agreements, manufacturing rights and/or agency representation for any **chemical products.** Present product line includes chemicals for surface coatings, printing inks, rubber, plastics, textiles and wire drawing. Member of Rio Tinto Zinc Group. Established 1892, employs 650 and 10 salesmen. Sales $108 million. Hardman & Holden Ltd., Manox House, Miles Platting, Manchester M107AA, England. WTD. **P-70746.**

2834—JAMAICA—Licenses to manufacture **veterinary pharmaceutical preparations,** particularly for cattle, horses and swine. Firm is leading distributor of pharmaceutical and chemical preparations. Neville Murray, Director, Lascelles Laboratories Ltd., 2 Torrington Ave., P.O. Box 432, Kingston. WTD. **P-70763.**

2834—SAUDI ARABIA—Ministry of Commerce and Industry seeks joint venture participation with local firm to establish **pharmaceutical plant.** Incentives available for foreign collaborator. Economic feasibility study available through the Ministry. Applications should be submitted by September 30, 1970. Write Ministry of Commerce and Industry, Department of Industry and Electricity, Riyadh, Saudi Arabia. **P-70747.**

2844—JAPAN—License to produce all types of **make up cosmetics.** Firm has production facilities, seeks technical know-how. Sansho Pharmaceutical Company, Ltd., 498 1-chome, Kogane-machi, Omuta City, Fukuoka Prefecture, Japan. WTD. **P-70759.**

2851—AUSTRIA—Manufacture under license or contract basis **chemical products** sold through paint outlets. Would also consider distributorship for American paints during period when production under license is in initial stage. Vienna firm makes paints, varnishes and lacquers as well as shoe chemicals and rust preventing agents. Exports to countries in eastern and southern Europe and Asia. Vinzenz Wagner, Industriestrasse 67, A-1221 Vienna, Austria. WTD. **P-70757.**

2851—ITALY—Joint venture to expand production of **specialized paint products** for use primarily in automotive industry. Manufactures paints, varnishes, enamels and inks for rotogravure printing. Specializes in industrial, marine and special-use paints. Established 1872. Operates modern plant with facilities for laboratory research. At present, no specialized paint manufacturers in Southern Italy. Gino Ceriani, President, Colorificio L. Ceriani S.p.A., Via Marconi, Casavatore, Naples, Italy. WTD. **P-70766.**

3360 — BRAZIL — Die-casting plant wants joint venture for product line expansion. Capital and technical assistance sought. Current products include parts for typewriters, calculating machines, automobiles and sewing machines. Well-equipped. Located in industrial suburb of Rio de Janeiro. Offers 50% equity for $300,000 investment. Erane Antonio Maia Rocha, Metal Molde Carioca Ltda., Av. Rio Branco 135, Rio de Janeiro, GB Brazil. WTD. **P-70765.** Catalogue of firm's products line available on loan from Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3361—MEXICO—Joint venture to establish an **aluminum foundry** for manufacture of products by high pressure injection process. Products would include hand tools and cylinders. Seeks capital, technical assistance and equipment. Mexican entrepreneur will contribute land and capital. Is major stockholder in several firms producing metal components and chain conveyors. Arnoldo Martinez Perez, Av. de las Granjas (cerrada) No. 161, Col. Atzcapotzalco, Mexico 16, D.F. WTD. **P-70762.**

3500, 3600—ENGLAND—License to manufacture light to medium **pneumatic or electric engineering items** suitable for batch production utilizing sheet metal fabrication, machining and assembling facilities. Currently has licenses for gar-

ment pressing machines, washing and drying machines, air pumps and air vacuum units. Established 1909. Employs 560. Four branches. M. E. O'Brien, Group Production Director, Isaac Braithwaite & Son Engineers Ltd., P.O. Box 23, Ibis Works, Kendal, Westmorland, England. WTD. **P-70751.** Copy of plant facilities available on loan from the Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

3531—FRANCE—Manufacturer of hydraulic and mechanical jacks, lifting and pulling equipment interested in representation arrangement and/or manufacturing license with U.S. manufacturers of **portable handtools, materials handling and pulling equipment and general construction site equipment** not exceeding $1000 per unit cost. Firm would eventually consider a joint venture. Firm employs 200 people and reports an annual sales volume of 40 million francs. Albert Soued, Tractel S.A., 16, Place De La Republique, Paris 10, France. WTD. **P-70774.** Catalogue of firm's product line and company brochure available on loan from Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

For additional details

To obtain complete background information on the opportunities listed in this section or general assistance in investment abroad write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

3537—AUSTRIA—Materials handling equipment license, assembly or servicing agreement. Product interest includes mechanical, pneumatic and hydraulic feeding attachments for industrial production equipment. Manufactures decorative wrought-iron goods and feeding devices for photo-processing and woodworking machines. Highly specialized metalworking staff. Developed surface treatment method for restoring antique wrought-iron goods. Alois Fritz, Metallverarbeitung, P. O. Box 21, A-6991 Riezlern, Austria. WTD. **P-70752.**

3569 — SWITZERLAND — Licenses to manufacture **water regeneration and purification equipment.** Also interested in complete systems and related apparatus such as water softeners, filters, special valves and controls. Firm would also consider production of equipment for demineralization of water and elimination of oxygen. Company is a leader in its field and operates well equipped facility. Dr. Erwin Sailer, Director, Theodor Christ AG, Engelgasse 77, 4002 Basel, Switzerland. WTD. **P-70768.**

3643—FRANCE—License to manufacture miniature **non-electrical and removable electrical connectors** with outside insulation and capable of connecting wires of different diameters and metals. Manufactures low voltage panel boards, electrical distribution equipment and telephone switching and connecting boxes. Operates well-equipped plant and two factories. Representative of firm plans U.S. visit in September. Michel Fayolle, President & General Manager. Mecelec, Allee des Dames, 07 Tournon-sur-Rhone, France. WTD. **P-70744.**

3841 — SWITZERLAND — License to manufacture **self-acting cleansing chemicals** for cleaning aircraft, particularly jumbo jets. Firm supplies similar products to Swiss national airline. Company is large producer and distributor of chemicals, has excellent sales organization. Mr. P. Nefzger, Sales Manager, Van Baerle & Cie. AG, 4142 Munchenstein, Switzerland. WTD. **P-70758.**

German ship suppliers group will assist U.S. companies

U.S. manufacturers of ship supplies interested in marketing their products in Germany and/or other European countries may wish to contact the German Ship Suppliers Association, an organization with over 100 members offering assistance to American firms in finding suitable representatives or licensees among its membership.

For further details write: G. H. Teetzmann, General Manager, Verband Deutscher Schiffsausrester e.V. (German Ship Suppliers Association), 2000 Hamburg 1, Raboisen 101, Germany.

European firms seek licensees to make products in U.S.

Leather clothing, wooden toys, presses among products offered

Several licensing opportunities from Austrian, Swiss, French, German and British companies that would like to have their products manufactured in the United States are presented below.

For additional information on the products, and for the name and address of the foreign company, **write:** Office of International Investment, BIC-874, U.S. Department of Commerce, Washington, D.C. 20230, referring to the applicable file number assigned each opportunity.

2386 — FRANCE — Women's leather clothing. Fashion designer recently exhibited its latest styles at the New York Hilton Ladies Apparel Exhibition. Prefers to offer manufacturing licensing rights to U.S. manufacturer of leather and hide. Has licensing agreements in Great Britain, Belgium, Italy, Sweden and Japan. **File 1919.**

3079—AUSTRIA—Pre-fabricated bungalow made of glass-fiber reinforced plastic materials. Two types of molds are used for forming the parts. Basic unit assembled is a pentagon-shaped building with a circumference of 33 feet and a height of almost 10 feet. Can accommodate an average-sized family. Assembling and dismantling can be done with a screwdriver or a coin. Dissambled parts fit into each other and need very little storage space. Larger buildings can be constructed by combining several units. **File 1920.**

3444 — SWITZERLAND — Support bracket for piping, radiators, shelving. Made from a sheet metal blank bent into tubular form. Patent rights have been applied for. **File 1921.**

3535 — GERMANY — Flexible **suction conveyor system** for use in the chemical, plastic, dried food, concentrated food, and grain industries. Consists of four parts: feeder attachment, hose, discharger, and motor. Assembling into single unit is simple. Requires little space. Eliminates dust. **File 1922.**

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3542 — SWITZERLAND — Mechanical presses, high speed, straight side, open back inclinable; and **finishing presses** for high production of small precision parts. **Hydraulic presses,** triple action for fine blanking of parts up to 630 tons capacity. Special **laboratory and bench presses,** and small straighteners, feeds and reels. **File 1923.**

3551 — AUSTRIA — Bakery machinery for dough forming and dropping in the making of rolls, buns, cookies and other delicious bakery products. **File 1924.**

3679 — ENGLAND — Limit switches. One type is a solid state device which can be built into pneumatic or hydraulic cylinders. The other can be fitted to valves, pneumatic gap gages, presence sensors, and liquid level and flow sensors. Each consists of three basic components —a core, a coil incapsulated in a resin and molded into a single housing, and switch circuitry in an incapsulated block 1¼ inches square by 1 inch thick; it plugs into the coil housing. **File 1925.**

3713—GERMANY—Vehicle for transporting radioactive substances. Basic structure has been tested and proven in heavy duty services as an industrial machine. A model was shown at the 1969 International Nuclear Exhibition at Basle and at the 1969 Symposium of the International Atomic Energy Agency at Saclay. **File 1926.**

3941—SWITZERLAND—Wooden toys with wheels. **File 1927.**

Export Processing Zone created on Mauritius to attract new investors

The Government of Mauritius, located off the east coast of Africa, is seeking to attract new investments by creation of an Export Processing Zone which will cover virtually the entire island. The Ministry of Commerce and Industry for Mauritius has drawn up an extensive list of incentives and facilities which will apply to industries manufacturing for export or firms desiring to establish transshipment and re-export facilities.

Among the incentives provided new export industries are: exemptions from all import and excise duties (except spirits, tobacco and petroleum products), a minimum 10 year corporate tax holiday, exemption for harbor and handling fees on the imported components of export products, discount rates on utilities and preferential consideration in the allocation of domestic investment capital to export industries. Government services will emphasize the immediate grant of export and import licenses, expedition of customs inspections, government contribution to the cost of approved market surveys, trade missions and trade fairs, and trade assistance facilities of an Export Promotion Council and a Foreign Trade Unit.

For further information write: Ministry of Commerce and Industry, Anglo Mauritius House, Port Louis, Mauritius.

Argentine provinces plan 203 projects

An investment program—the Action Plan for 1970—was announced on May 20 by Argentina's Federal Investment Council (CFI). The plan is a comprehensive outline of 203 investment projects for which pre-investment surveys and feasibility studies are to be performed.

The feasibility studies are to cover investment projects mainly in public works in the provinces (excluding the Buenos Aires area). Among the projects and programs to be evaluated are the establishment of industrial parks, the improvement of utility services, provincial market development and public administration. The total investment is $2.9 million.

The Council was created in 1960 by the Argentine provinces for the purpose of evaluating investment programs and projects which tend to further the economic growth and development of the provinces. The Council operates under Argentina's National Development Council (CONADE), the Government's top planning agency for economic and social development.

In negotiating contract awards for performing the feasibility studies, the Council intends to give greatest consideration to those bids that are submitted by Argentine consulting and engineering firms, or involve optimum use of Argentine technicians and which promote the training of provincial officials at executive and technical levels.

Funding for the feasibility studies has been provided from national sources, the Inter-American Development Bank and several other international financial organizations.

U.S. investors who wish to consider the possibilities of bidding on the projects included in the program and need further information may wish to acquire a copy of the 1970 "Action" investment plan by writing directly to the Federal Investment Council whose address is: Consejo Federal de Inversiones, Alsina 1407, Buenos Aires, Argentina.

Chamber of Commerce at Addis Ababa provides information, consultations

The Addis Ababa Chamber of Commerce is making an effort to alleviate problems encountered by foreign businessmen in Ethiopia by providing special consultation services and information. The Chamber suggests that foreign businessmen make the Secretary General's Office of the Addis Ababa Chamber of Commerce one of their first visits. The Secretary General's Office can provide a considerable collection of reference materials and offer prompt assistance should any difficulties arise due to lack of familiarity with the language or investment procedures.

An information kiosk has been set up at the airport for the convenience of foreign businessmen. For detailed information concerning investment in Ethiopia write: The Addis Ababa Chamber of Commerce, Addis Ababa, Ethiopia.

Gambia offers incentives to foreign investors

The Government of Gambia is providing special advantages to foreign businessmen whose investments are classified as "development industries" by the Ministry of Finance, especially in the agriculture, fishing, tourist and handicraft industries.

Firms issued a "development certificate" by the Government qualify for a five year tax holiday and exemptions from import duties on all machinery, building materials and related items imported for use by the investor.

Arrangements can also be made for the importation, storage and reshipment of goods free of duty. Repatriation of profits and capital from investment in Gambia is unlimited.

Borrowing rules revised

The most recent amendments made by the Office of Foreign Direct Investments on Long-term Foreign Borrowing made before May 1 were published in the Federal Register of June 13. A one-page memorandum explaining the changes is available from the Office of Foreign Direct Investments, Page Building, U.S. Department of Commerce, Washington, D.C. 20230.

Malaysia invites firms to prequalify for projects of irrigation construction

The Malaysia Ministry of Agriculture and Co-operatives, Drainage and Irrigation Division, invites applications from firms interested in prequalifying as contractors for the construction of three sections of the civil engineering works forming the drainage and irrigation system for the Besut Agriculture Development Project in the State of Trengganu, West Malaysia.

Contract No. 1, Sg. Besut Irrigation Barrage, has an estimated value of $4.5 million Malaysian (US$1.5 million). The work is comprised of a) construction of a reinforced concrete barrage structure (approximately 250 feet wide by 200 feet long) to accommodate 4 bays of 40 ft. wide by 20 ft. deep "hook" type two leaf roller gates; b) the river deviation work upstream and downstream of the structure; c) construction of the main offtake and the initial stretch of approximately 1 mile of concrete-lined main canal having a bed width of 10 ft. wide by 8 ft. deep. The total volume of earthwork involved is approximately 800,000 cubic yards, and the total volume of concrete involved is about 400,000 cubic feet.

Contract 2, the Irrigation System, is estimated to cost $4.5 million Malaysian (US$1.5 million) and is comprised of the following: a) construction of approximately 40 miles of concrete-lined channels varying from 8 ft. bed width by 6 ft. deep to 1 ft. bed width by 2 ft. deep, and 3 miles of unlined earth channel 22 ft. bed width by 8 ft. deep; b) construction of approximately 45 miles of unlined field channels having a bed width of 1 ft.; c) construction of all the reinforced concrete control structures, and the rehabilitation works to existing control structures; and d) construction of farm roads.

Contract 3, the Drainage System, has an estimated cost of $2.1 million Malaysian (US$0.7 million) and consists of: a) desilting and canalization of approximately 36 miles of rivers, bed width varying from 30 ft. to 10 ft.; and the excavation of about 15 miles of drainage channels, bed width varying from 10 ft. to 5 ft.

The overall quantity of earthworks is about 600,000 cubic yards; b) construction of reinforced concrete drainage control structures, structures and crossings; and c) construction of approximately 20 miles of farm roads.

Interested contractors should apply by Sept. 1 to the Director, Drainage and Irrigation Department, Swettenham Road, Kuala Lumpur, West Malaysia, giving these details and references: 1) state the contract or contracts for which they wish to be invited to tender; 2) general details of the history, scope and turnover of their organization; 3) details of similar works, including the total cost of each undertaken. Provide information on experience in Malaysia or in Southeast Asia; 4) their resources in plant and experienced personnel available for these contracts; 5) financial stability and the name of the bank or insurance company which will act as guarantor in respect of the tender and for the performance of the contract should the applicant submit a tender which is accepted.

India plans construction of acid-cum-fertilizer plant

Jhunjhunu, Rajasthan, invites bids for designing, supplying equipment, erecting and commissioning a complete acid-cum-fertilizer plant comprising a sulphuric acid plant, phosphoric acid plant and a triple phosphate plant to produce approximately 200,000 tons of triple superphosphate per year.

The bid deadline is September 30. Tender documents entitled "Setting up Acid-Cum-Fertilizer Plant" are available for $66.67 from the Deputy Financial Advisor, Khetri Copper Project, New Delhi.

Dam project in Morocco open for prequalification

The Government of Morocco has announced a call for firms to prequalify to bid on the construction of a dam on the Loukkos River on a site located nine kilometers from Arbaoua, half-way between Rabat and Tangier. The type of dam is flexible: earther dam, rock-filled dam or mixed earth and rock dam; with clay core prolonged into moulded wall. The dam is to be 60 meters high above the river bed and 70 meters above foundations. The civil engineering work includes drilling and injection, as well as supply and mounting hydrotechnical and electric equipment.

The deadline for prequalification is Oct. 1. Requests for information sheets on the scope of work, questionnaires and application forms should be direted to: Ministere des Travaux Publics et des Communications, Direction de l'Hylraulique, Boite Postale 525 Rabat-Chellah, Morocco. Correspondence is preferred in French.

The U.S. Embassy in Rabat plans to send a set of sample forms to the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

Machinery deadline extended

The Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, has extended the deadline for Tender No. S-10/584/69-70, covering one shearing and punching machine, one hand operated wall crane, two generators, one centrifugal oil separator, one air compressor, etc. from Aug. 3 to Sept. 8. (See INTERNATIONAL COMMERCE, July 7, 1970, p. 46, and *Commerce Business Daily*, July 14, 1970, p. 22.)

Dam in Mozambique now open for bidding on construction

The Government of Portugal has issued a call for tenders on construction of the Massingir Dam in Mozambique. (See INTERNATIONAL COMMERCE, July 27). The purpose of the dam is irrigation of farm land and eventual power supply. It will be constructed on a site about 28 kilometers from the South African border and 240 kilometers from Lourenco Marques, on the Elephant River in the Upper Limpopo River Valley. The dam wall is to be 441 meters long and 48 meters high; there will be two side dikes, one 3,129 meters on the right and another 1,050 meters on the left; the dikes will rise 31 and 21 meters high, respectively. Work will start in the dry season of 1971 and should be completed by September 1975. The bid deadline is Nov. 24.

Bid specifications, drawings and program may be consulted at Conselho Superior de Fomento Ultramarino, Ministerior do Ultramar, Lisbon, or at the Direccao Provincial dos Servicos Hidraulicos, Lourenco Marques, Mozambique during office hours. A copy of the bidding documents may be purchased from the office of COBA, Ave. Marques de Tomar, 9-6°, Lisbon.

Taiwan road changes reported

Firms interested in the Taiwan Area Freeway construction project (See *Commerce Business Daily*, July 22, 1970 or INTERNATIONAL COMMERCE, July 27, 1970.) are notified of these two changes: 1) other conditions will remain the same, except the highway will be divided into five contract sections instead of three, with estimated construction costs varying from $4 to $10 million; and 2) the closing date for submission of completed prequalification forms is Sept. 29. Tenders will be invited from the prequalified contractors in October 1970.

Mexico will build roads in ruarl areas; invites inquiries

The Government of Mexico plans to invite bids for road construction work in rural areas and invites firms to register to participate in this program. The project proposes construction of 425 kilometers (approximately 264 miles) of road at an estimated cost of $1,840,000.

A publication providing a description of the project and a registration form is available for review in Room 5611 of the Construction and Building Materials Division, U.S. Department of Commerce, Washington, D.C. (202-967-3602).

This publication invites companies in countries that are members of the Inter-American Development Bank to register with the Secretaria de Obras Publicas before Sept. 14, and to obtain information on how the bidding is to be conducted, either through an agent in Mexico or by writing directly to: C. Director General de Control, Oficina de Registro Clasificado de Contratistas, Calle Fernando No. 268, 8 piso, Mexico 13, D. F., Mexico.

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Railway Board of Pakistan issues tender for supply of telecommunications equipment

The Secretary, Railway Board, P.W.R. Headquarters, Pakistan, has issued Tender No. PR-1/69/Telcom/1 for the supply of telecommunications equipment. The bid deadline is September 16.

Bids should offer one 500 watt mobile radio transmitter for A1, A3 and A3a communications on 2 to 32MHz. One radio receiver for A1, A3, and A3a reception on 0.54 to 32MHz to operate from 12 volts battery and 230 volts 50Hz A.C.; one 15KVa diesel power generator; one 25 line telephone exchange 34 page teleprinter; and 20 VHF FM radio telephones 150-175MHZ 35 watts.

Copies of tender announcements and specifications are available from the Secretary, Railway Board, P.W.R. Headquarters (Room No. 19) Empress Road, Lahore, Pakistan or on a short-term loan basis to firms located in the U.S. From the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-4823)

Malaysian TV network needs coaxial cables, line equipment

The Director General, Telecommunications Department, Malaysia, has issued a tender for the supply of coaxial cables and line equipment. The bid deadline is Sept. 12.

Bids should offer coaxial cables and line equipment for Kota Kinabalu TV Network.

Copies of tender announcements and specifications are available from the Director General Telecommunications Department, Room D2 Telecoms Hg., Kuala Lumpur, Malaysia, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Ireland extends bid deadline

The Engineer in Chief, Contracts Section, Department of Posts Telegraphs, Ireland, has extended the bid deadline on Tender No. I2001 for telephone exchange from September 3 to October 6. (See INTERNATIONAL COMMERCE July 27, p. 48 and *Commerce Business Daily*, July 22, p. 22.)

Fertilizer plant in Greece will add third production line

The Nitrogenous Fertilizers Industry S.A. (AEVAL), 15 Valaoritou St., Athens 134, is inviting bids for the supply and supervision of installation of mechanical equipment required for the establishment of a third production line at its plant at Ptolemais. Included all: a) plant construction, to produce 135 metric tons of ammonia per day; b) construction of a unit to produce 230 tons of 100% nitric acid per day; c) extension of the wet part of the existing ammonium nitrate unit to increase its daily capacity by 440 tons melt 100%; and d) construction of an ammonium sulphate nitrate unit of a daily capacity of 580 tons. Bid deadline Sept. 21.

Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-5585).

Tender on television translators published by Cyprus agency

The Director General, Cyprus Broadcasting Corp., has issued Tender No. 7/1970 for the supply and supervision of installation of television translators. The bid deadline is October 10.

Bids should offer six TV translators, three diesel power generators, two sets of batteries and two battery chargers.

Copies of tender announcements and specifications are available only from the Chief Accountant, Cyprus Broadcasting Corp., Broadcasting House, Athalassa, P.O. 1824, Nicosia, Cyprus, on payment of C.L. 25.00 (U.S. $60.19).

Drugs, chemicals, medical, dental supplies sought by Tanzania agency

The Health and Social Services, a Government agency, P.O. Box 236 Zanzibar, Tanzania, has issued an invitation for bids for the supply of approximately 550 items for the fiscal year 1971 (July 1970-June 1971) requirements.

The items include: absorbent gauze, 9" x 6 yds., 55,000 rolls; maternity pads 9" looped, 8,000 doz.; zinc oxide adhesive plaster, 3" x 5 yds., 3,000 tins; white absorbent cotton wool, 12,000 lbs.; elastic adhesive bandages, 3" x 5 yds., 4,000 tins; phenylbutazone tablets 200 mg., 2,500 bots. x 100; chloramphenicol capsules 250 mg. 300 bots. x 1,000; chlorpheniramine maleate tablets 4 mg., 1,000 bots. x 500; dapsone tablets 100 mg., 250 bots. x 1,000; phenobarbitone sodium tablets 30 mg., 1,500 bots. x 1,000; sulfadimidine tablets 0.5 gm., 1,500 bots. x 1,000; chloroquine phosphate tablets 250 mg., 1,260 bots. x 1,000; tetracycline I.M. 250 mg., 1,200 vials; tetracycline I.M. 500 mg., 10,000 vials; ergometrine maleate 0.5 mg., 15,000 ampoules; penicillin procaine forte 4 mega units, 150,000 vials; vitamin B12 100 mcg, 10,000 ampoules; antitetanus serum 1,500 units, 30,000 ampoules; streptomycin sulfate 1 gm., 50,000 vials; oxytetracycline capsules 250 mg., 20 bots. x 100; anesthetic ether, 600 liters; tincture chloroform and morphine, 1,000 lbs.; piperazine elixir, 400 gallons; magnesium carbonate, 1,250 lbs.; calamine preparata, 500 kg.; castor oil, 40 gal.; potassium citrate, 2,000 lbs.; methylated spirit, 1,000 gal.; trexta belladonna (1:7), 500 lbs.; acetylsalicylic acid, 2,650 kg.; ferrous sulfate, 2,500 kg.; cornstarch, cornstarch, 14,000 kg.; talcum, 20,000 kg.; dextrin, 7,000 kg.; malathion powder, 2,000 lbs.; DDT 100% technical grade, 2,000 lbs.; poliomyelitis vaccine oral trivalent, 40,000 doses; smallpox vaccine freeze dried, 60,000 doses; salmonella H non-specific, 6 x 25 ml.; albustix reagent strips, 16 doz.; test tubes 75 x 10 mm., 10 gross; urastrat chromatography papers, 1 box; dental tweezers No. 28, 24; burs round hind piece size 8, 3 doz.; casco pulp canal cleaners, 1 doz.; dental X-ray film Kodak BW2, 24 boxes; dental plaster of Paris, 6 tins; new process dental plaster, 30 lbs.; synthetic porcelain cement No. 5 and 6 powder, 4 packs; sodium perborate, 3 bots.; plain catgut 3/0, 150 doz.; plain catgut 2/0, 250 doz.; chromic catgut 0, 300 doz.; silk braided w/atraumatic needle size 1, 100 doz.; monofilament nylon 2/0, 150 doz.; X-ray films 15" x 12", 600 packs x 25; developers, 80 tins; fixing salt, 80 tins; micropaque powder, 36 packs x 3 kg.; surgical blades shape B (No. 23), 30,000; Michell's clips sizes 16 and 18, 20,000; artery forceps 6", 200 pairs; surgical gloves size 7, 1,200 pairs; surgical antiseptic soap, 3,000 bars; hypodermic needle No. 1, 2,500 doz.; suture needles, assorted sizes, large quantities; thermometers, clinical, 3,000; and numerous other items, including biopsy forceps, catheters, artery forceps, ultra violet lamps, medical balls, catholysis apparatus, syringes, otoscopes, Chevalier Jackson tracheostomy tubes and bronchoscopes.

This tender has no bid deadline, but all interested firms are requested to send in their bids as promptly as possible.

Copies of this tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy of this tender is also available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

SEGBA of Argentina invites bids on electrical equipment

SEGBA, the Argentine Government electric utility, invites the following bids: Tender No. 3061 for eight complete internal use electric panels; and Tender No. 3075 for 34 recording voltmeters for alternate tension, lineal scale measurement, between 170-250 Volts A.C., Class 1.5, and for 102 recording pens for these voltmeters.

Deadline for submission of both bids is September 9. Copies of conditions and complete technical specifications are available for 50 Argentine pesos (U.S. $1.00=4 Argentine pesos) for each tender, from SEGBA, Oficina Compras Exterior, Balcarce 184, Buenos Aires, Argentina.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. The three-digit numbers and commodity classifications are from the Standard Industrial Classification (SIC) Manual. The five-digit numbers under each heading are from the Numerical List of Manufactured Products, 1967 Census of Manufacturers, Bureau of the Census and are used extensively by government and industry in classifying products.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50; The Numerical List of Manufactured Products (MC67-1) for $1.75 and the Export Control Regulations are priced at $12 a year. These publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

201 Meat products

20138 — GERMANY — Meats, canned. Prices c.i.f. European ports. Wilhelm Lutter GmbH (importer, distributor), 15 Hammer Strasse, Postfach 5320, 4 Duesseldorf. WTD 7/70.

20154 — GERMANY — Poultry, canned. Requests price quotations c.i.f. European ports. Direct purchase and agency. Geck & Rinneberg (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70.

203 Canning, preserving foods

20321—GERMANY—Vegetables, canned. Prices c.i.f. European ports. AGRAR-Import Esken & Co. (importer, distributor), 17 Zeuner Strasse, 43 Essen-Bredeney. WTD 6/70.

20321—GERMANY—Vegetables, canned. Prices c.i.f. European ports. Wilhelm Lutter GmbH (importer, distributor), 15 Hammer Strasse, Postfach 5320, 4 Duesseldorf. WTD 7/70.

20331—GERMANY—Fruit, canned. Prices c.i.f. European ports. Wilhelm Lutter GmbH (importer, distributor), 15 Hammer Strasse, Postfach 5320, 4 Duesseldorf 1. WTD 7/70.

20331—GERMANY—Fruit, canned. Prices c.i.f. European ports. AGRAR-Import Esken & Co. (importer, distributor) 17 Zeuner Strasse, 43 Essen-Bredeney. WTD 6/70.

20331 — GERMANY — Fruit, canned (peaches and fruit cocktail). Requests price quotations c.i.f. European ports. Geck & Rinneberg (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70

20331—GERMANY—Canned fruit; canned fruit for salads. Prices c.i.f. European ports. Direct purchase and agency. Braechter, Hermann (importer, distributor), 31 Eugen-Langen-Strasse, 5 Koeln 51. WTD 7/70.

20331—GERMANY—Canned fruit. Prices c.i.f. European ports. Koch & Mann Sued GmbH (importer, distributor), 10-14 Horbeller Strasse, 502 Frechen-Marsdorf. WTD 7/70.

20334—GERMANY—Fruit juices, canned. Requests price quotations c.i.f. European ports. Geck & Rinneberg, (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70.

20341—GERMANY—Dehydrated Sultanine raisins, prunes. Prices c.i.f. European ports. Koch & Mann Sued GmbH (importer, distributor), 10-14 Horbeller Strasse, 502 Frechen-Marsdorf. WTD 7/70.

20341—GERMANY—Fruit, dried and dehydrated. Requests price quotations c.i.f. European ports. Direct purchase and agency. Geck & Rinneberg (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70.

20373 — GERMANY — Frozen poultry. Prices requested c.i.f. Europe ports. Direct purchase & agency. Geck & Rinneberg (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70.

204 Grain mill products

20411—GUATEMALA—Wheat semolina suitable to manufacture spaghetti, other pasta. Correspondence requested in Spanish. Manuel Segovia M.-Planta de Concentradoes y Beneficicio de Arroz y Cafe "Segovia" (importer, manufacturer), 21 Calle 11-06, Zona 1, Guatemala City. WTD 7/70.

20416 — GUATEMALA — Corn semolina suitable for manufacture of food snacks. Correspondence requested in Spanish. Manuel Segovia M.-Planta de Concentrados y Beneficio de Arroz y Cafe "Segovia" (importer, manufacturer), 21 Calle 11-06, Zona 1, Guatemala City. WTD 7/70.

20440—GERMANY—Rice sold in bulk. Prices requested c.i.f. European ports. Koch & Mann Sued GmbH (importer, distributor), 10-14 Horbeller Strasse, 502 Frechen-Marsdorf. WTD 7/70.

207 Confectionery

20711 — GERMANY — Confectionery

XUM

goods, such as candies, sweets. Prices c.i.f. European ports. Direct purchase and agency. Braechter, Hermann (importer, distributor), 31 Eugen-Langen-Strasse, 5 Koeln 51. WTD 7/70.

20716 — GERMANY — Almonds in bulk. Prices c.i.f. European ports. Koch & Mann Sued GmbH (importer, distributor), 10-14 Horbeller Strasse, 502 Frechen-Marsdorf. WTD 7/70.

20716—GERMANY—Nuts, candied, roasted, salted; almonds, candied, roasted, salted. Requests price quotations c.i.f. European ports. Direct purchase and agency. Geck & Rinneberg (importer, distributor), 40 Koenigsallee, Postfach 3407, 4 Duesseldorf. WTD 6/70.

208 Beverage industries

20860—GERMANY—Fruit drinks, canned. Prices c.i.f. European ports. Direct purchase and agency. Braechter, Hermann (importer, distributor), 31 Eugen-Langen-Strasse, 5 Koeln 51. WTD 7/70.

209 Food preparations

20999—GERMANY — Honey. Prices c.i.f. European ports. Koch & Mann Sued GmbH (importer, distributor), 10-14 Horbeller Strasse, 502 Frechen-Marsdorf. WTD 7/70.

211 Cigarettes

21110—ISRAEL—Cigarettes with filter and nonfilter tips. Direct purchase & ex. agency. Mediterranean Lloyd Ltd. (importer, distrib., agent), 51 Ha'atzmauth Rd., P.O. Box 1835, Haifa. WTD 7/70.

212 Cigars

21210—ISRAEL—Cigars and stogies, all weights. Direct purchase and exclusive agency. Mediterranean Lloyd Ltd. (importer, distrib., agent), 51 Ha'atzmauth Rd., P.O. Box 1835, Haifa. WTD 7/70.

213 Tobacco, snuff

21310—ISRAEL—Chewing and smoking tobacco, snuff. Direct purchase & ex. agency. Mediterranean Lloyd Ltd., (importer, distributor, agent), 51, Ha'atzmauth Rd., P.O. Box 1835, Haifa. WTD 7/70.

221 Cotton

22117—ITALY—Printed all-cotton fabrics for men's shirts. Industria Camiceria Cagli (manufacturer), Via Montorio Romano (Km. 13,200 Via Tiburtina), 00131 Rome. WTD 8/69.

222 Manmade fiber

22214 — ITALY — Printed, cotton-polyester blend fabrics for men's shirts. Industria Camiceria Cagli (manufacturer), Via Montorio Romano (Km. 13,200 via Tiburtina), 00131 Rome. WTD 8/69

231 Men's, youths', boys' suits, coats, overcoats

23110 — NETHERLANDS — All kinds of fashionable haberdashery, ready-made and other, such as men's, boys' suits, coats, overcoats, sport jackets, etc. Direct purchase and/or agency. Klaassens Modes (Attn: Mr. A. Klaassen, Mgr.) (importer, retailer, manufacturer), 114 Breestraat, Leiden. WTD 6/70.

232 Men's, youths', boys' furnishings, work clothing

23210—NETHERLANDS—All kinds of fashionable haberdashery, ready-made and other, such as men's, boys' shirts, collars, nightwear. Direct purchase and/or agency. Klaassens Modes (Attn: Mr. A. Klaassens, Mgr.) (importer, retailer, manufacturer), 114 Breestraat, Leiden. WTD 6/70.

23221—NETHERLANDS—All kinds of fashionable haberdashery, ready-made and other, such as men's, boys' underwear. Direct purchase and/or agency. Klaassens Modes (Attn: Mr. A. Klaassen, Mgr.) (importer, manufacturer, retailer), 114 Breestraat, Leiden. WTD 6/70.

23271—NETHERLANDS—All kinds of fashionable haberdashery, ready-made and other, such as men's, boys' separate dress and sport trousers. Direct purchase and/or agency. Klaassens Modes, Mr. A. Klaassen, Mgr. (importer, mfg., retailer), 114 Breestraat, Leiden. WTD 6/70.

23290—NETHERLANDS—All kinds of fashionable haberdashery, ready-made and other, such as men's, boys' clothing, swimwear, shorts, etc. Direct purchase and/or agency. Klaassens Modes (Attn: Mr. A. Klaassen, Mgr.) (importer, manufacturer, retailer), 114 Breestraat, Leiden. WTD 6/70.

249 Wood products

24995—PHILIPPINES—Cedar slats for pencil manufacture KLT Pencil Corp (manufacturer) Dr. Wellington Koo Jr., Rm. 304, Magsaysay Bldg., T. M. Kalaw St., Manila. WTD in preparation.

251 Household furniture

25113—JAPAN—Wood dining room, kitchen furniture. Tokyo Direct Import Center Co., Ltd. (importer, distributor, agent), Nankai Bldg., 2-2 Kojimachi, Chiyoda-ku, Tokyo, WTD in preparation.

25141—JAPAN—Metal household dining, breakfast furniture. Tokyo Direct Import Center Co., Ltd., (importer, distributor, agent), Nankai Bldg., 2-2 Kojimachi, Chiyoda-ku, Tokyo. WTD in preparation.

264 Converted paper, paberboard products

26414—PHILIPPINES—Fiberglass tape and silk tapes for distribution transformer manufacture. Capilis Trading (distributor, manufacturer, retailer), 1644 Soler St., Manila. WTD in preparation.

26451 — GERMANY — Office supplies. Prices c.i.f. Hamburg and Bremen. Randolph Bieder (exporter), 20 In der Elb, 4 Duesseldorf. WTD 7/70.

281 Industrial chemicals

28120—AUSTRIA—All types of alkalies, chlorines used in production of pulp, paper. Direct purchase and agency. AMEA Grosshandel—Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

28160—AUSTRIA—All types of pigments used in production of pulp, paper. Direct purchase and agency. AMEA Grosshandel—Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

28190—AUSTRIA—All types of industrial inorganic chemicals used in production of pulp, paper. Direct purchase and agency. AMEA Grosshandel—Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

282 Synthetic materials

28210—AUSTRIA—All types of resins used in production of pulp, paper. Direct purchase and agency. AMEA Grosshandel—Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

28211 — GERMANY — Plastic sheets for packaging. Requests price quotations c.i.f. European ports. Titan Verpackungssysteme GmbH. (importer, distributor, manufacturer, exporter), 51-55 Berliner Strasse, 583 Schwelm. WTD 6/70.

283 Drugs

● 28300—CONGO (K)—The Ministry of Health, Democratic Republic of the Congo, Kinshasa, has issued an invitation in French for bids on a supply of drugs. Invitation No. 752/70 of July 20 has a bid deadline of Sept. 16. The invitation calls for bids on 21 drug items including chloramphenicol capsules, .25g, 120 cases each with 250 bottles of 100 tablets; tetracycline capsules, 80 cases each with 250 bottles of 100 capsules; kanamycin sulfate, 10 cases each with 250 bottles of 100 capsules. Correspondence is preferred in French. Copies of the tender are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-3394). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5869).

● 28300 — TUNISIA — The Pharmacie Centrale de Tunisie, Ave. Charles Nicolle 51, El-Menzali-Tunis, Tunisia, has issued a call for bids for the supply of drugs and pharmaceuticals. Reference No. 1 (1971), bid deadline Sept. 15, calls for bids on approximately 200 items. The tender is in French and correspondence is preferred in French. Items include alphachymotrypsin ointment 20 gm., 1,000 tubes; bacicoline eye drops 1% 5cc., 3,000 bottles; vitamin B2 2 mg., 900 ampoules; lanatoside C 2 ml. 0.4 mg., 15,000 ampoules; cortisone I.M. 250 mg. 10 ml, 1,300 ampoules; cortisone ophthalmic ointment 1% 3cc., 5,000 bottles; dexamethasone 0.1 mg., 1,000 tablets; acetazolomide 250 mg., 250,000 tablets; digitaline 0.1 mg., 250,000 tablets meprobamate 5 ml. 400 mg., 17,500

ampoules; thyroid extract 5 cgm., 50,000 tablets; calcium gluconate w/vitamin C 5 ml. 250 mg., 300,000 ampoules; calcium gluconate w/vitamin C 10 ml. 250 mg., 450,000 ampoules; heparin 5 ml. 250 mg., 6,000 ampoules; hydrocortisone I.M. 5 ml. 125 mg., 4,500 bottles; fluothane 250 ml., 750 bottles; secobarbital 0.10 gm., 25,000 tablets; sulfisoxazole eye drops 15% 10 ml., 20,000 bottles; insulin 40 units 10 ml., 10,000 bottles; protamine zinc insulin 40 units 10 ml., 22,000 bottles; chlordiazepoxide 10 mg., 125,000 capsules; thiopental sodium 1.0 gm., 22,500 bottles; reserpine 0.25 mg. 320,000 tablets; rutine 20 mg., 187,500 tablets; sulfamethoxypyridazine 250 mg, 100,000 tablets; tofranil 25 mg., 225,000 ampoules; diazepam 5 mg., 800,000 tablets; diazepam 2 mg., 812,500 tablets; bipenicillin 1 million units, 700,000 vials; bipenicillin 500 thousand units, 600,000 vials; oxacillin 1 gm., 15,000 vials; colistine 1 million units, 90,000 ampoules; sodium penicillin G 5 million units, 80,000 vials; sodium penicillin G 1 million units, 1,800,000 vials; sodium penicillin G 500 thousand units, 750,000 vials; streptomycin 2 ml. 0.50 gm., 1,850,000 vials, and scores of other items. Copies of the tender are available from the Chemicals Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-3394). A review copy of this tender will be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

289 Chemical products

28990—GERMANY—Chemicals for swimming pools and water conditioners. Prices c.i.f. European ports. Schwimmbad Union GmbH & Co. KG (importer, distributor), 51 Schlossufer, 4 Duesseldorf-Benrath. WTD 7/70.

301 Tires, tubes

30110—PANAMA—Automotive tires. Requests prices. Almacenes La Competencia, S. A. (importer, distributor), P.O. Box 6504, Panama 5. WTD 1/70.

317 Handbags, leather goods

31710—JAPAN—Women's and children's handbags, purses. Tokyo Direct Import Center Co., Ltd. (importer, distributor, agent), Nankai Bldg., 2-2 Kojimachi, Chiyoda-ku, Tokyo. WTD in preparation.

322 Glass, glassware

32291—JAPAN—Table, kitchen, art, novelty glassware. Tokyo Direct Import Center Co., Ltd. (importer, distributor, agent), Nankai Bldg., 2-2 Kojimachi, Chiyoda-ku, Tokyo. WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

● **32900—TUNISIA**—Supply 44,830 meters of cast iron pipes and fittings and 248,700 meters of asbestos cement conduits and ducts pipes; needed for water distribution in the following towns: Tunis, Kalaa Kebira, M'Saken and Sousse. This project is jointly financed by loans from IBRD and the Government of Sweden. The diameter of the pipes varies from 80-300 mm. Bid deadline Oct. 20. Tender documents may be purchased from following agency for $100 each: Societe Nationale d'Exploitation et de Distribution des Eaux (SONEDE), 23, Rue Dr. Braquehaye, Tunis, Tunisia.

32950—AUSTRIA—All types of minerals and earths used in production of pulp, paper. Direct purchase and agency. AMEA Grosshandel-Agenturen Dr. Heinrich Horatschek (importer, distributor, agent), Annagasse 3, A-1010 Vienna. WTD in preparation.

331 Steel mill products

● **33100—INDIA**—54,500 m. non-magnetic tinned stainless steel banding wire of various sizes. Tender No. P/504/47/193/31.1.70/PL; bid deadline Sept. 16. Director General, Supplies & Disposals, New Delhi. Copies of tender documents are available at $1.50 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **33100—INDIA**—1642 M/t cold reduced steel sheets, finished deep drawing quality of specified sizes. Tender # P/107/49/115/30.4.70/PL; bid deadline Sept. 24. Supplies and Disposals, New Delhi. Copies of tender documents available at $2.50 each from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

332 Iron, steel foundries

● **33200—TUNISIA**—Supply 44,830 meters of cast iron pipes and fittings and 248,700 meters of asbestos cement conduits and ducts pipes; needed for water distribution in the following towns: Tunis, Kalaa Kebira, M'Saken and Sousse. This project is jointly financed by loans from the IBRD and the Government of Sweden. The diameter of the pipes vary from 80-300 mm. Bid deadline Oct. 20. Tender documents may be purchased from following agency for $100 each: Societe Nationale d'Exploitation et de Distribution des Eaux (SONEDE), 23, Rue Dr. Braquehaye, Tunis, Tunisia.

333 Primary smelting, refining of nonferrous metals

33397 — TAIWAN — Metallic silicon, 98-99%. Ho Ning Trading Co., Ltd. (importer, agent), 51 Shuang Lien St., Taipei 102. WTD in preparation.

335 Rolling, drawing, extruding of nonferrous metals

● **33500—IRAN**—Supply of 2500 meters 4.6 and 30 stringed armoured cables for signals. Tender No. 640/49 (renewed); bid deadline Oct. 6. Contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007

342 Cutlery, hand tools, general hardware

● **34200—PAKISTAN**—Catalogs, price lists for mobile workshop and maintenance unit containing machine tools to facilitate the manufacture and fabrication of small parts and do welding (gas and electric), forging, tirerepairing, lathe works and servicing of maintenance equipment. Maudud Ahmed, Superintending Engineer, Spares and Equipment Control, Roads and Highways Directorate, Government of East Pakistan, 108 Motijheel Commercial Area, Dacca-2. Limited additional information is available on a loan basis from the General Industrial Equipment Division, BDSA-647, U.S. Dept. of Commerce, Washington, D.C. 20230 ★(202-967-5585).

34211 — AUSTRIA — Hedge and grass shears, pruners. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O. Box 453, A-8011 Graz. WTD in preparation.

34230 — GERMANY — Steel strapping tools. Requests price quotations c.i.f. European ports. Titan Verpackungssysteme GmbH. (importer, distributor, manufacturer, exporter), 583 Schwelm/Westf., Berliner Strasse 51-55. WTD 6/70.

34231—AUSTRIA—Mechanics' hand service tools such as pliers, ball peen hammers, wrenches, screw drivers, etc. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34232—AUSTRIA — Can openers, auger bits, planes, chisels, other hand operated edge tools used in households, small trade enterprises. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34233—AUSTRIA—Metal and wood working files and rasps, soldering irons, light forged hammers. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34250—AUSTRIA—Hand operated saws for use in households, small trade and gardening enterprises. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34293 — AUSTRIA — Vacuum bottles pitchers, servers; insulated picnic jugs, picnic chests, coolers, etc. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34295—AUSTRIA—Fireplace fixtures and equipment, dampers, irons, fire screens, etc. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34295 — LIECHTENSTEIN — Camping hardware, novelties. Nimrod AG (importer, distributor, retailer), Landstrasse 5, FL-9490 Vaduz. WTD 6/70.

343 Heating apparatus, plumbing fixtures

34320—GERMANY — Small fittings and plumber's brass goods for sanitary, heating, electrical industries. Correspondence requested in German. Anton Hummel, Metallwarenfabrik (manufacturer), 2-4 Mozartstrasse, D-7808 Waldkirch, B.-W. WTD 9/69.

346 Metal stampings

34614—AUSTRIA—Cooking and kitchen utensils made of aluminum. Correspondence requested in German. Odoerfer

XUM

Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

34615—AUSTRIA—Cooking and kitchen utensils made of stainless steel. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wolesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

349 Fabricated metal products

34920—GERMANY—Fire and burglary resistive security devices. Kurt Wachtel GmbH (importer, distributor), 151 Neue Weinsteige, D-7000 Stuttgart 1. WTD 7/70.

34990—GERMANY—Steel strapping and plastic strapping. Requests price quotations c.i.f. European ports. Titan Verpackungssysteme GmbH. (importer, distributor, manufacturer), 583 Schwelm/Westf., Berliner Strasse 51-55. W. Germany. WTD 6/70.

34990—JAPAN—Novelties and specialties, metal. Tokyo Direct Import Center Co., Ltd. (importer, distributor, agent), Nankai Bldg., 2-2 Kojimachi, Chiyoda-ku, Tokyo. WTD in preparation.

351 Engines, turbines

● 35100—BURMA—Supply, design, erection and maintenance of gas turbine power station. Tender No. 46(t) EL-ESB(e) 69-70; bid deadline Nov. 27. Specifications available for approximately U.S. $30, including postage from the Office of the Controller of Stores, Electricity Supply Bd., Rose Bank Road, Ahlone, Rangoon.

● 35100 — IRELAND — Supply, delivery and erection of 3X250 MW turbo-alternator sets for extensions at Tarbert, Co., Kerry and Pigeon House "B", Dublin, generating stations. Specifications No. 703P; bid deadline Oct. 30. Chief Project Engineer, Electricity Supply Board, Lower Fitzwilliam St., Dublin 2, Ireland. Specifications available from the Power & Electrical Equipment Division, BDSA-651, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4188). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

352 Farm machinery

35227—AUSTRIA—Hand operated and power lawn mowers, non-riding and integral riding; gang-cutting units; sickle-bar mowers; lawn edgers, etc. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

35228—AUSTRIA—Cultivators and weeders; farm poultry equipment; farm blowers; power hedge trimmers and shears; sprayers and dusters. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

35228—SPAIN—Forage machinery. Comercial de Mecanizacion Agricola, S.L. (importer), Don Ramon de la Cruz, 98, Madrid (6). WTD 7/70.

353 Construction, mining, materials handling machinery equipment

● 35300—IRAN—Four, 25 ton capacity track cranes. Tender No. 34/49; bid deadline Oct. 14. Ministry of Roads, Iranian State Railways, Tehran, Iran. Specifications are available on a short term loan basis to firms domiciled in the United States, from the U.S. Department of Commerce, General Industrial Equipment Division, BDSA-647, Room 5898C, Washington, D.C. 20230 (202-967-5585).

35351—NETHERLANDS—Tripe and offal handling equipment. Seffelaar & Looyen N.V., Mr. Koop (importer, distributor), 17 Lange Voorhout, The Hague. WTD 6/69.

354 Metalworking machinery

35482 — AUSTRIA — Power-driven hand tools such as electric and pneumatic drills, screwdrivers, impact wrenches, grinders, sanders, circular saws, etc. 220/380 V, 50 cycles. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

35483—GERMANY—Automatic welding machine for welding copper wire, aluminum foils. Prices c.i.f. European ports. Direct purchase and agency. Eletecna KG (agent), 44 An den Friedhoefen, 43 Essen-Kupferdreh. WTD 7/70.

355 Special industry machinery

35510—AUSTRIA—Automatically controlled bakery, confectionery manufacturing machinery. Ing. Ludwig Mandl Maschinenfabrik (manufacturer), Wattgasse 76-80, P.O. Box 73, A-1171 Vienna. WTD 7/70.

35513—GERMANY—Canning machinery for complete preparation line. Direct purchase and agency. Correspondence requested in German. Manfred Engler, Maschinenbau (importer, manufacturer), 20 Frankfurter Strasse, D-7101 Frankenbach. WTD 9/69.

35513—GUATEMALA—Rice pre-cooker, associated machinery, semi-automatic, 2-ton capacity. Correspondence requested in Spanish. Manuel Segovia M.—Planta de Concentrados y Beneficio de Arroz y Cafe "Segovia" (importer, manufacturer), 21 Calle 11-06, Zona 1, Guatemala City. WTD 7/70.

35513 — NETHERLANDS — Slaughterhouse trolly-cleaning equipment, lavatory sterilizers; slaughterhouse wash basins; boning tables, gut trimming tables. Seffelaar & Looyen N.V., Mr. Koop (importer, distributor), 1 Eektestraat, Oldenzaal. WTD 6/69.

35540—GERMANY—Machinery for producing one-way disposal paper cups, saucers, plates etc.; coated, uncoated, and pressed; machinery for producing food containers from wood pulp. Oswald Matheis, Papierfabrik (importer, manufacturer), 5372 Schleiden-Eifel, Postfach 68. WTD 6/70.

35590—GERMANY—Assembly machines for power condensors, cylindrical or prismatic built. Prices c.i.f. European ports. Direct purchase and agency. Eletecna KG (agent), 44 An den Friedhoefen, 43 Essen-Kupferdreh. WTD 7/70.

356 General industrial machinery

● 35600—PAKISTAN—The bid deadline for centrifugal, water, chemical, and heat pumps; dryers; rubber hose; and other instruments and equipment has been extended to Aug. 30 (See INTERNATIONAL COMMERCE, July 13, p. 41.); Tender No. S-10/192 (68-69). Invited by Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca-2, East Pakistan. Cable: "SUPPLY", Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● 35600 — TURKEY — Five motor-pump sets: portable skid-frame mounted centrifugal pumping sets for fire-fighting and dewatering use. Engine: 4-stroke, 4 cylinder, min. 30 HP air cooled gasoline. Pump: min. 1000 lt/min. high pressure pumping capacity from 1.5 m. suction head to 100 m. delivery head, and min. 2000lt/min. low pressure pumping capacity from 1.5 m. suction head to 20 m. delivery head; min. 110 mm. dia; single suction, min. 75 mm. dia. double discharge ports. Bid deadline Sept. 4. Ankara Belediye Baskanligi, Levazim Mudurlugu, Ulus, Ankara. Specifications are available from Modern Translation Bureau, Karnfil Sokak 49/1, Yenisehir, Ankara, for $5.50 airmail.

35690—GERMANY—Steel strapping machines, automatic. Requests price quotations c.i.f. European ports. Titan Verpackungssysteme GmbH. (importer, distributor, manufacturer, exporter), 583 Schwelm/Westf., Berliner Strasse 51-55. WTD 6/70.

357 Office, computing, accounting machines

35730—GERMANY—Electronic computing equipment, data processing equipment. Prices c.i.f. Hamburg. Rheinische Telefon Gesellschaft E. Springorum KG (importer, agent), 1 Wilhelm-Brand-Strasse, 46 Dortmund. WTD 7/70.

35730 — NETHERLANDS — Computer output equipment. Ruys' Handelsvereniging N.V., Mr. S. Sibrijns, Sales Mgr. (importer, distributor), 17 Lange Voorhout, The Hague. WTD 8/70.

35790 — GERMANY — Office machines. Prices c.i.f. Hamburg, Bremen. Randolph Bieder (exporter), 20 In der Elb, 4 Duesseldorf. WTD 7/70.

35790 — NETHERLANDS — Mail room equipment. Ruys' Handelsvereeniging N.V., Mr. S. Sibrijns, Sales Mgr. (importer, distributor), 17 Lange Voorhout, The Hague. WTD 8/70.

358 Service industry machines

● 35800 — KOREA — 1 hermatic type, packaged, centrifugal water chilling unit, cooling capacity 150 RT. Tender No. SLC-0129-PII; bid deadline Sept. 2. Office of Supply, Government of the Republic of Korea, Seoul. Specifications are available on a short term loan basis from the General Industrial Equipment Division, BDSA-647, Washington, D.C. 20230 ★(202-967-5585).

359 Machinery

35990—**THAILAND**—Automatic machinery for manufacturing spark plugs for passenger cars, motorcycles, with capacity of 50,000 units per month. Requests catalogs, plant lay-out, engineering assistance in installation, operation of plant on turn-key basis. Thai Sun Import-Export Ltd., Partnership (importer, distributor), 90/18 Bobay Shopping Center, Krung Kasem Rd., P.O. Box 451, Bangkok. WTD in preparation.

361 Electric transmission, distribution equipment

● **36100—CHILE**—Supply 42 each 15 KV and 18 each 25 KV transformers. Specification No. 31-68; bid deadline Sept. 29. Empresa Nacional de Electricidad S.A., "ENDESA", calle Santa Rosa No. 76, Seccion Equipo Electrico, Santiago. Correspondence preferred in Spanish. IBRD credit 479-CH. Specifications available from the Power & Electrical Equipment Division, U.S. Department of Commerce, BDSA, Washington, D.C. 20230 ★(202-967-4188).

● **36100—IRAN**—Supply of electric motors and starters for borehole pumping stations. Tender No. 113; bid deadline Sept. 14. Specifications available for approximately U.S. $35 per set from the Tehran Regional Water Board, Ariarmehr Avenue, Tehran, Iran.

● **36100—PAKISTAN**—Supply of galvanometers, generators, magnets, measuring bridges, meters, microameters, milliameters, multimeters, oscilloscopes, etc. Tender No. S-11/193/68-69/IDA (Series-C); bid deadline Sept. 30. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca -2, East Pakistan. Cable: "SUPPLY" Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● **36100—PAKISTAN**—Supply of voltmeters, ammeters, watthour meters, power factor and illumination meters, oscillographs, frequency meters, condensers, regulators, etc. Tender No. S-11/193/68-69/IDA (Series-B); bid deadline Sept. 15. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Daaca, -2, East Pakiston. Cable: "SUPPLY" Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● **36100—PAKISTAN**—Supply of battery chargers and testers, A.C. and D.C. ammeters, voltmeters, wattemeters, milliameters, galvanometers, rheostats, potentiometers, etc. Tender No. S-11/193/68-69/IDA (Series-A); bid deadline Aug. 31. Invited by the Director of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca -2, East Pakistan. Cable: "SUPPLY", Dacca. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939).

● **36100—THAILAND**—Supply of 305 KVAR-hour demand meters, three-phase, for use on electrical distribution system. Tender No. MEA-PSD-202; bid deadline Sept. 18. Invited by the Purchases & Stores Department, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok 2. Terms and specifications available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102 (415-556-5868).

36113—DENMARK — Electronic testing equipment for industrial use, laboratory use, for teaching purposes. Instrutek (importer, agent), 41 Houmannsgade, DK-8700 Horsens. WTD 7/70.

362 Electrical industrial apparatus

36293—GERMANY—Fully automatic coil winding machines for power condensors. Prices c.i.f. European ports. Direct purchase and agency. Eletecna KG (agent), 44 An den Friedhoefen, 43 Essen-Kupferdreh. WTD 7/70.

363 Household appliances

36312—AUSTRIA—Barbecues, grills and braziers for outdoor cooking. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wolesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

36343—AUSTRIA—Small household electric appliances; 220 V, 50 cycles. Correspondence requested in German. Odoerfer Grosshandelshaus (retailer, wholesaler), Herrgottwiesgasse 125, P.O.B. 453, A-8011 Graz. WTD in preparation.

364 Electric lighting, wiring equipment

● **36400 — THAILAND** — Supply 10,500 sets of insulator, suspension bolt and socket type complete with non-ferrous cotter pin., dia. 10 inches, section length 5¾ inches. Tender No. MEA-PSD-203; bid deadline Sept. 28. Purchase & Stores Dept., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Specifications available from the Power & Electrical Equipment Division, Room 5886C, BDSA, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-4188).

36442—PHILIPPINES—High voltage insulating papers for distribution transformer manufacture. Capilis Trading. (distributor, manufacturer, retailer), 1644 Soler St., Manila. WTD in preparation.

366 Communications equipment

36623 — GERMANY — Alarm systems; electric, electronic. Kurt Wachtel GmbH (importer, distributor), 151 Neue Weinsteige, D-7000 Stuttgart 1. WTD 7/70.

36626—SPAIN—Electronic teaching aids. AHISE, Oficina Tecnica (importer, distributor), Apartado Postal #1.041, Madrid. WTD 7/70.

369 Electrical machinery, equipment, supplies

● **36900—CHILE** — Supply radiographic X-ray and other X-ray apparatus, cobalt treatment apparatus, and other hospital equipment and supplies, valued at $1.6 million. Tender No. n/n; bid deadline Sept. 25. Correspondence preferred in Spanish. Bidders must be legally represented in Chile. Invited by Servicio Naciona, 1 de Salud, Avda. Matta #644, 2nd Fl., Casilla (P.O.B.) 5028, Sala de Reuniones Santiago. Terms and specifications in Spanish available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-2939). A review copy will also be available at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Cal. 94102 (415-556-5868).

382 Instruments for measuring, controlling, indicating physical characteristics

● **38200—INDIA**—Supply one vibrating accelerometer, recording type and accessories. Tender No. P/514/43/018/20.5.70/PL; bid deadline Sept. 25. REF: CDN/ENQ/131. Invited by Director General, Supply and Disposals, Jeevantara Bldg., Parliament St., New Delhi. Tender documents available at $1.00 each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

384 Surgical, medical, dental instruments

38421 — NETHERLANDS — Slaughterhouse knife, cleaver sterilizers. Seffelaar & Looyen N.V., Mr. Koop (importer, distributor), 1 Eektestraat, Oldenzaal. WTD 6/69.

38423 — NETHERLANDS — Slaughterhouse protective clothing such as safety helmets, boning aprons, protective arm guards, gloves. Seffelaar & Looyen N.V., Mr. Koop (importer, distributor), 1 Eektestraat, Oldenzaal. WTD 6/69.

394 Toys, amusement, sporting goods

39410—GERMANY—Toys of all kinds. Prices c.i.f. Hamburg, Bremen. Randolph Bieder (exporter), 20 In der Elb, 4 Duesseldorf. WTD 7/70.

39493 — GERMANY — Swimming pools made of aluminum or plastic. Prices c.i.f. European ports. Schwimmbad Union GmbH & Co. KG (importer, distributor, manufacturer), 51 Schlossufer, 4 Duesseldorf-Benrath. WTD 7/70.

395 Pens, pencils, office, artists' materials

39530 — NETHERLANDS — Slaughterhouse branders, markers. Seffelaar & Looyen N.V., Mr. Koop (importer, distributor), 1 Eektestraat, Oldenzaal, Netherlands. WTD 6/69.

781 Motion picture production distribution

78160—SOUTH AFRICA—Eight and 16 mm. home movie type feature films. Lagerwey Management & Investment Co. (Pty.) Ltd. (importer, distributor), P.O. Box 52185, Saxonwold, Johannesburg. WTD 7/70.

XUM

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

239 Fabricated textile products

23960—MOROCCO—Braids, trimmings, passementeries, ribbons, other related items. Exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. Maison Abal (importer, retailer), 135 Blvd. Lalla Yacout, Boite Postale 9125, Casablanca. WTD in preparation.

242 Sawmills, planing mills

24211—ITALY—Douglas fir of Oregon, California (rough lumber). Onorato Bogani (agent), 1 Volta de' Mercanti (Palazzo Borsa Merci), I 50122-Florence. WTD 7/70.

282 Synthetic materials

28213—GERMANY—Raw materials for production of paints, varnishes, lacquers, such as resins—phenolic and synthetic. Price quotations c.i.f. European ports. Leo Simons (agent), 54 Roonstrasse, Postfach 7806, 48 Bielefeld. WTD 6/70.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

28442—SOUTH AFRICA—Well known brands of toiletries. Campbell & Thisselton (Pty.) Ltd. (importer, distributor), P.O. Box 985, Johannesburg, Transvaal. WTD 7/70.

285 Paints, varnishes, lacquers, enamels

28511—GERMANY — Paints, varnishes, lacquers. Price quotations c.i.f. European ports. Leo Simons (agent), 48 Bielefeld, 54 Roonstrasse, Postfach 7806. WTD 6/70.

287 Agricultural chemicals

28710 — PAKISTAN — Fertilizers including triple-superphosphate and sulphate of ammonia. Selvel Trading Co. (agent), Esrar Mansion, 14 Jinnah Ave., P.O. Box 240, Dacca-2, East Pakistan. WTD 4/69.

291 Petroleum refining

29110—GERMANY—Solvents, produced in petroleum refineries for production of paints, varnishes, lacquers. Price quotations c.i.f. European ports. Leo Simons (agent), 54 Roonstrasse, Postfach 7806, 48 Bielefeld. WTD 6/70.

331 Steel mill products

33126—TAIWAN—Seamless steel pipes, tubes and casings. Swire Trading (Taiwan) Ltd. (importer, agent), 5th Fl., 66 Chungshan N. Rd., Section 2, (P.O. Box 12242), Taipei. WTD in preparation.

349 Fabricated metal products

34940 — SWITZERLAND — New-to-market valves, similar items to be used in conection with water purification, filtering systems. Theodor Christ AG (distributor, agent), Attn: Dr. E. Sailer, Engelstrasse 77, 4000-Basel. WTD in preparation.

34941—GERMANY—Valves of all kinds for handling propane gas. H. Erben GmbH (importer, distributor, agent), 4 Duesseldorf-Oberkassel, 4 Teutonenstr., Attn: Mr. Guenter Krautz. WTD 3/70.

34946—GERMANY—Fittings for handling propane gas. H. Erben GmbH (importer, distributor, agent), 4 Duesseldorf-Oberkassel, 4 Teutonenstr., Attn: Mr. Guenter Krautz. WTD 3/70.

352 Farm machinery

35220—BRAZIL—Farm machinery of all types. Steagall, Denisarth (individual) (agent), Rua Carlos Vicari 327, Agua Branca, Sao Paulo, S.P. WTD 6/70.

35222—PAKISTAN—Sprayers, farm machinery type. Requests catalogs, quotations, c. & f., Karachi. Gem Corp. (agent), Post Box No. 3194, 35-C, P.E.C.H. Society, Karachi-29. WTD 2/70

35225—PAKISTAN—Harvesting machinery, attachments. Requests catalogs, quotations, c. & f., Karachi. Gem Corp. (agent), Post Box 3194, 35-C, P.E.C.H. Society, Karachi-29. WTD 2/70.

353 Construction, mining, materials handling machinery, equipment

35310—BRAZIL—Road construction machinery. Steagall, Denisarth (individual) (agent), Rua Carlos Vicari 327, Agua Branca, Sao Paulo, S.P. WTD 6/70.

35317—ITALY—Tractor shovel loaders. Pontex S.p.A. (manufacturer), 20 Via Tolara do Sopra, I 40064—Ozzano Emilia (Bologna). WTD 7/70.

35318—ITALY—Scrapers. Pontex S.p.A. (manufacturer). 20 Via Tolara di Sopra, I 40064—Ozzano Emilia (Bologna). WTD 7/70.

35319 — ITALY — Excavating and earth moving machinery used in construction of roads, viaducts, heavy construction works. Pontex S.p.A. (manufacturer), 20 Via Tolara di Sopra, I 40064—Ozzano Emilia (Bologna). WTD 7/70.

35331 — TAIWAN — Oil well drilling equipment. Swire Trading (Taiwan) Ltd. (importer, agent), 5th Fl., 66 Chungshan N. Rd., Section 2, (P.O. Box 12242), Taipei. WTD in preparation.

354 Metalworking machinery

35415—PAKISTAN—Precision lathes 10" swing over bed. Selvel Trading Co. (agent), Esrar Mansion, 14 Jinnah Ave., P.O. Box 240, Dacca-2, East Pakistan. WTD 4/69.

35482—ITALY—Pneumatic hammers, riveters. Pontex S.p.A. (manufacturer), 20 Via Tolara di Sopra, I 40064—Ozzano Emilia (Bologna). WTD 7/70.

355 Special industry machinery

35513 — NETHERLANDS — Packaging machinery and equipment for food, feed industries. Agency for Benelux area. Olman Handelmaatschappij N.V. (importer, distributor/exporter, agent), 20 Prinses Marijkelaan, or P.O. Box 84, Alphen a/d Rijn. WTD 7/70.

35540 — NETHERLANDS — Paper converting machinery and equipment. Agency for Benelux area. Olman Handelmaatschappij N.V. (importer, distributor/exporter, agent), 20 Prinses Marijkelaan, or P.O. Box 84, Alphen a/d Rijn. WTD 7/70.

35593—SWEDEN—Plastics-working machinery, equipment; especially disintegrating, dissolving machinery. A. Haeger Maskin AB (importer, distributor, agent), 5 Docentbacken, S-104 05 Stockholm 50. WTD 9/69.

35595—SWEDEN—Machinery, equipment for water purification. A. Haeger Maskin AB (importer, distributor, agent), 5 Docentbacken, S-104 05 Stockholm 50. WTD 9/69.

356 General industrial machinery

35690 — NETHERLANDS — Non-food packaging machinery, equipment. Agency for Benelux area. Olman Handelmaatschappij N.V. (importer, distributor/exporter, agent), 20 Prinses Marijkelaan, or P.O. Box 84, Alphen a/d Rijn. WTD 7/70.

35690—PAKISTAN—Sprinkler systems. Requests catalogs, quotations, c. & f., Karachi. Gem Corp. (agent), Post Box No. 3194, 35-C, P.E.C.H. Society, Karachi-29. WTD 2/70.

357 Office, accounting machines

35730—ISRAEL—Electronic computing equipment, parts, attachments. Exclusive agency. DEK Electronic Sales (agent, (commission)), 66 Hanita St., P.O. Box 7149, Haifa. WTD 7/70.

358 Service industry machines

35892—SWITZERLAND—Water regenerating, softening and conditioning equipment. Theodor Christ AG (distributor, agent), Attn: Dr. E. Sailer, Engelgasse 77, 4000-Basel. WTD in preparation.

364 Electric lighting, wiring equipment

36410—JAMAICA—Electric bulbs. D. Fleming, Homelectrix Lighting Dept. (importer, agent, retailer), 68 King St., Kingston. WTD 3/69.

36421 — JAMAICA — Residential type electric fixtures. D. Fleming, Homelectrix Lighting Dept. (importer, agent, retailer), 68 King St., Kingston. WTD 3/69.

36423—JAMAICA—Industrial type electric fixtures. D. Fleming, Homelectrix Lighting Dept. (importer, agent retailer), 68 King St., Kingston. WTD 3/69.

366 Communication equipment

36622 — SOUTH AFRICA — Radio and television broadcast equipment, closed circuit systems. Plasser Teletronics (South Africa) (Pty.) Ltd. Attn: Mr. W. Rousseau, (importer, distributor, manufacturer), P.O. Box 10494, Johannesburg, Transvaal. WTD 7/70.

367 Electronic components, accessories

36730—ISRAEL—Electron tubes; trans-

mittal, industrial, special purpose. Exclusive agency. DEK Electronic Sales (agent), 66 Hanita St., P.O. Box 7149, Haifa. WTD 7/70.

36740 — ISRAEL — Integrated microcircuits (semiconductor networks); transistors; diodes and rectifiers; other semiconductor devices (solar cells, zener diodes, parts) for commercial, military, industrial purposes. Exclusive agency. DEK Electronic Sales (agent), 66 Hanita St., P.O. Box 7149, Haifa. WTD 7/70.

36790 — ISRAEL — Capacitors, resistors, coils, transformers, reactors, chokes, other electronic components and accessories including parts for electron tubes. Exclusive agency. DEK Electronic Sales (agent), 66 Hanita St., P.O. Box 7149, Haifa. WTD 7/70

371 Motor vehicles, motor vehicle equipment

37141—FRANCE—Parts, accessories for motor vehicles. Literature, price lists requested. Correspondence requested in French. Pacific-Accessories (importer, agent, retailer), 20, rue du 4-Septembre, 24 Perigueux. WTD in preparation.

381 Engineering, laboratory, scientific, research instruments

38110—SWITZERLAND—Water testing and controlling apparatus to be used in connection with water regeneration installations; new-to-market high quality water filters. Theodor Christ AG (distributor, agent), Attn: Dr. E. Sailer, Engelgasse 77, 4000-Basel. WTD in preparation.

394 Toys, amusement, sporting goods

39410 — SWITZERLAND — Educational toys, games; novelties. Gugolz & Uehlinger (importer, distributor, agent), Buchholzstrasse 142, 8053-Zurich. WTD 7/70.

39410—THAILAND—Toys and games; toy trains, equipment. Exclusive agency. Requests catalogs. c.i.f. Bangkok prices. Thai Daimaru Co., Ltd, (importer, distributor, department store), 65 Rajaprasong Rd, Bangkok. WTD 12/69.

39420—THAILAND—Toy animals, dolls, puppets. Exclusive agency. Requests catalogs. c.i.f. Bangkok prices. Thai Daimaru Co., Ltd. (importer, distributor, department store), 65 Rajaprasong Rd., Bangkok. WTD 12/69.

396 Costume jewelry, novelties, buttons, notions

39630—MOROCCO—Buttons, metal, sew-on type, others, all sizes, patterns. Exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. Maison Abal (importer, retailer), 135 Blvd. Lalla Yacout, Boite Postale 9125, Casablanca. WTD in preparation.

39641 — MOROCCO — Zippers and slide fasteners, metal, plastic, all sizes, colors. Exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. Maison Abal (importer, retailer), 135 Blvd. Lalla Yacout, Boite Postale 9125, Casablanca. WTD in preparation.

39642 — MOROCCO — Fasteners, except slide, sew-on type, including hooks and eyes, rivets, buckles etc. for wearing apparel. Exclusive agency. Quotations c.i.f. Casablanca. Correspondence requested in French. Maison Abal (importer, retailer), 135 Blvd. Lalla Yacout, Boite Postale 9125, Casablanca. WTD in preparation.

399 Manufacturing industries

39991 — TAIWAN — UL approved fire fighting equipment. Swire Trading (Taiwan) Ltd. (importer, agent), 5th Fl., 66 Chungshan N. Rd., Section 2, (P.O. Box 12242), Taipei WTD in preparation.

39999—GERMANY—Paint brushes, other accessories for painters' trade. Price quotations c.i.f. European ports. Leo Simons (agent), 54 Roonstrasse, Postfach 7806, 48 Bielefeld. WTD 6/70.

824 Correspondence, vocational schools

82410 — SWITZERLAND — Home study courses, adults educational courses, new systems of correspondence courses. Gugolz & Uehlinger (importer, distributor, agent), Buchholzstrasse 142, 8053-Zurich. WTD 7/70.

Leads for Importers

Commodities are offered direct unless specified

242 Sawmills, planing mills

24200 — MALAYSIA — Tropical hardwood: dark-red and light-red Meranti, Keruing, Kapur, Mengkulang, Terrentang, and Bintangor; flooring strips. Perbadanan Nasional Berhad (National Corp. Ltd.), South Bldg., 68 Jalan Ampang, P.O. Box 493, Kuala Lumpur.

243 Millwork, veneer, plywood, prefabricated structural wood products

24300—MALAYSIA—Wall panels. Direct sales. Perbadanan Nasional Berhad (National Corp. Ltd.), South Bldg., 68 Jalan Ampang, P.O. Box 493, Kuala Lumpur.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists. Mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1.00 per list for each country.

The following automated list has been published to provide complete coverage for France. Automated trade lists may be ordered by the titles given below or by the five digit identification (ID) number. All are dated July 1970.

France—an automated list

No. *Title*

01000—Farm, forestry and fishery products; mining companies
20000—Food and kindred products; tobacco and tobacco products
22000—Textile industry
23000—Apparel and accessories; miscellaneous fabricated textile products; personal leather products
24000—Lumber and wood products
25000—Furniture and fixtures
26000—Pulp, paper, paperboard mill products; converted paper and paperboard products; building paper and boards
27000—Printing and publishing industries
28100—Industrial chemicals
28200—Plastics materials and synthetics
28300—Drugs
28400—Soap, cleaners and toilet goods
28500—Paints and allied products; gum and wood chemicals
28700—Agricultural chemicals; miscellaneous chemical products
29000—Petroleum and petroleum products
30000—Rubber and rubber products; leather and leather products
30700—Plastic products
32000—Stone, clay and glass products
33000—Primary metals and metal products, ferrous and nonferrous
34100—Metal cans; cutlery, hand tools and general hardware
34300—Heating apparatus (except electric) and plumbing fixtures
34400—Fabricated structural metal products; industrial fasteners; metal stampings; miscellaneous fabricated metal products
35100—Engines and turbines
35200—Farm machinery and equipment
35300—Construction, mining and materials handling machinery and equipment
35400—Machine tools; special dies, tools, jigs, fixtures and industrial molds; machine tool accessories; other metalworking machinery
35500—Food products machinery; miscellaneous special industrial machinery, non-electrical
35520—Textile industry machinery; woodworking, paper and printing industries machinery
35600—General industrial machinery and equipment, non-electrical
35700—Office, computing and accounting machines
35800—Service industry machinery and miscellaneous non-electrical machinery
36100—Electrical test and distributing equipment; electrical industrial apparatus (includes: motors, generators, industrial controls, welding equipment, carbon and graphite products, capacitors, rectifying apparatus, etc.)
36300—Household appliance; electronic equipment for home entertainment; phonograph records and tapes
36400—Electric lighting and wiring equipment

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36600—Commercial, industrial and military communication equipment
36700—Electronic components and accessories
36900—Miscellaneous electrical equipment and supplies
37100—Automotive vehicles, parts and accessories (includes auto repair shops)
37200—Transportation equipment and parts (except automotive)
38100—Professional and scientific instruments and controlling devices
38600—Photographic equipment and supplies; watches and clocks; jewelry, silverware, and plated ware
39300—Musical instruments; toys, amusements, sporting and athletic goods
39500—Pens, pencils, and other office and artists' materials; costume jewelry; novelties and notions; miscellaneous manufactured products

Transmitters sought by Greece; deadline announced for Sept. 9

The Ministry of Commerce, 4th Directorate of State Purchases, Greece, has issued Tender No. 4/636/70 for the supply of transmitters. The bid deadline is September 9.

Bids should offer two transmitters, one M.F. 200-230 watts 405 to 515KHz, A1 and A2, and one HF 200-250 watts 1.6 to 30Mhz A3.

Copies of tender announcements and specifications are available from the Ministry of Commerce, 4th Directorate of State Purchases, 75 Solonis St., Athens 143, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209 U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Irish agency publishes call for telephones in various colors

The Minister for Posts and Telegraphs, Controller of Stores, Ireland, has issued Tender No. SDLC/282 for the supply of telephones. The bid deadline is September 8.

Bids should offer 14,700 telephones in various colors.

Copies of tender announcements and specifications are available from the Controller of Stores, Aldborough House, Dublin 1, or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230 ★(202-967-4823).

Burma extends bid deadline for complete ceramic plant

The Executive Director, Industrial Development Corporation, 192 Kaba Aye Pagoda Road, Rangoon, Burma, has extended the deadline for the design, supply, installation and operation of a complete, integrated ceramic plant, from Aug. 1 to Aug. 31. (See INTERNATIONAL COMMERCE, Mar. 23, 1970. p. 32, and *Commerce Business Daily*, Mar. 19, 1970, p. 26.)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

HONG KONG—D. G. Appan, Manager, Esdee Enterprises, 5th floor, 40 Wyndham St., Hong Kong, **interested in importing synthetic suitings into Hong Kong and exporting travel goods, toys, PVC coated rattan furniture and ladies hand bags.** Aug. 20 via New York for 4-6 mos. c/o Shiller International, 52 Warren St., New York, N. Y. 10007. Itinerary: Los Angeles, San Francisco, Minneapolis, Chicago, St. Louis, Brenham, Tex., New Orleans, Hazel, Ky., Washington, Union City, N.J., New York. WTD 6/70 on Shivsons Corp. Ltd.

HONG KONG—Edwin P. S. Hsu, Director, Reiss, Bradley & Co. Ltd., 701-704 Realty Bldg., Hong Kong, **interested in purchasing metal waste particularly tinplate and stainless steel, in meeting engineering equipment manufacturers and in exporting to the U.S. wigs, garments, footwear, watches.** Aug. 9 via San Francisco for 3 weeks. c/o J. B. Wargo, Ray Burner Co., 1301 San Jose Ave, San Francisco, Calif. 94112. Itinerary: San Francisco, Los Angeles, Chicago, 8/23-30 New York. WTD 3/69.

MOROCCO—Azad Surmenian, Les Caoutchoucs au Maroc, 197 Boulevard Moulay Ismael, Casablanca, **interested in visiting plants fanufacturing tires and inner tubes for bicycles and requesting technical information.** Aug. 3 via New York for 1 mo. c/o Kourken Salibian, 30 Bridle Path N., Sands Point, Port Washington, L.I., N.Y. Itinerary: New York, San Francisco, Los Angeles. WTD in preparation.

NEW ZEALAND—James Noel Laird, Governing Director, J. & C. Laird & Sons Ltd., 226-228 High St., P.O. Box 283, Hawera, **interested in importing U.S. industrial ceramics, nonferrous metals and alloys, precious metals and alloys, high rupturing capacity cartridge fuselinks, all types of outdoor lighting equipment, microgap switches and electric motors and requesting technical information.** Aug. 20 via San Francisco for 3-4 weeks. c/o New Zealand Trade Commissioner, 153 Kearny St., San Francisco, Calif. 94108, 415-982-6780; New Zealand Trade Commissioner, Suite 1230, 510 W. 6th St., Los Angeles, Calif. 90014, 213-624-1491; New Zealand Senior Trade Commissioner, Suite 308, 1145 19th St., NW., Washington, D.C. 20036, 202-338-8820; New Zealand Trade Commissioner, Suite 530, 630 Fifth Ave., New York, N.Y. 10020, 212-586-0060. Itinerary: Los Angeles, San Diego, Las Vegas, Salt Lake City, Denver, Kansas City, St. Louis, Chicago, Milwaukee, Fort Wayne, Indianapolis, Cincinnati, Pittsburgh, Cleveland, Toledo, Detroit, Boston, Schenectady, N.Y., Binghamton, N.Y., Scranton, Pa., Harrisburg, Washington, D.C., Richmond, Va., Philadelphia, New York. WTD 5/70.

PHILIPPINES—A. B. Isip, A. B. Isip Associates, 378 Quezon Blvd., Quezon City or P.O. Box 2822, Manila, **interested in importing U.S. raw materials for synthetic wigs and contacting sources of financing small scale industry in the Philippines.** Aug. 5 via San Francisco until Oct. 1. c/o Philippine Marketing & Purchasing Agency, 3024 Walnut Hill Lane, Dallas, Texas 75220. Itinerary: San Francisco, 8/10-30 Dallas, 9/1-7 Washington, New York for 2 weeks, Dallas. WTD 11/68 under revision.

SOUTH AFRICA—P. Roostee, Bantu Investment Corp. of South Africa Ltd., P.O. Box 213, Pretoria: quasi-governmental organization promoting business by African entrepreneurs. **Interested in saw milling equipment, prefabricated housing, industrial building components and machinery for processing sisal and making finished sisal products.** Aug. 4 via Los Angeles for 3 to 4 weeks. C/o 401 E. Church St., Collinsville, Ill. Itinerary: Los Angeles; Louisville, Ky.; Lafayette, Ind.; Dallas. WTD July 1970.

SOUTH AFRICA—Christopher Bellingan, Isotherm (Pty.) Ltd., Losack Ave., Epping No. 2, Cape Town, **interested in direct purchase of U.S. commercial food products machinery, particularly freezing, chilling prepacked meals, dehydration, packaging, and refrigerated transport.** Aug. 17 via Los Angeles, for 4 weeks. c/o International Food Engineering Co., 520 N. Michigan Ave., Chicago, Ill. 60611. Itinerary: Los Angeles, San Francisco, Chicago, New York. WTD in preparation.

SWITZERLAND—Ernst Gugolz, Gugolz & Uehlinger, Buchholzstrasse 142, 8053 Zurich, **interested in importing home study courses, adult educational courses, educational toys, novelties in these lines.** June 18 via New York for 3-6 mos. c/o Michigan State University, Dept. AMLEC, E. Lansing, Mich. 48823. Itinerary: New York, Detroit, Washington, D.C., other areas if requested. WTD 7/70.

TANZANIA—T. A. Allarakhia, Deen's, P.O. Box 2760, Dar es Salaam, **interested in contacting U.S. buyers of wood carvings, Indian and Oriental art goods, Persian carpets, Irish linen goods.** End of August via Los Angeles for 3 mos. c/o B. K. Mamdani, 41 S. Allen St., Pasadena, Calif. 91106. Itinerary: California area, others as requested. WTD in preparation.

Singapore desires microwave terminal equipment, power plant

The Director, Department of Telecommunications, Singapore, has issued Tender No. 2209 for the supply of microwave terminal equipment and a power plant. The bid deadline is September 11.

Bids should offer microwave terminal equipment and the power plant. Copies of tender announcement and specifications are available only from the Tender Office, Telecommunications Department, 35 Robinson Rd., Singapore 1, for a deposit of S $1,000 (U.S. $1.00 equals S $3.03).

Irish cable deadline lengthened

The Engineer In Chief, Contracts Section, Department of Posts and Telegraphs, Ireland, has extended the bid deadline on Tender No. C/513/8/18 for coaxial cables from August 18 to September 1. (See INTERNATIONAL COMMERCE, July 27, p. 55 and *Commerce Business Daily*, July 22, p. 21.)

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

ARGENTINA—Empresa Ferrocarriles Argentinos (EFA) has announced a **10-year investment plan to up-date the Argentine railroad system.** The amount to be invested during the 1970-1980 period is estimated at $680 million. The plan includes the purchase and/or overhaul of 235 heavy locomotives, 300 maneuver yard locomotives, 125 electric locomotives for the suburban passenger system and 470 passenger cars. To execute this plan, EFA anticipates financial assistance from the following sources: the World Bank or the Agency for International Development (27% of the amount to be invested); local suppliers' credit (16%); local financing institutions (5%); the Argentine Treasury Department (42%) and EFA's operating profits (10%).

AUSTRALIA—The New South Wales Department of Public Works will investigate the feasibility of **building a new port** in the natural harbor of Port Stephens on the north coast of New South Wales, about 30 miles north of the Newcastle industrial center. There are now no port facilities as the area is used for a camping and fishing area. Because of its proximity to Newcastle, and to the northern New South Wales coalfields, Port Stephens has been considered a possible site for an additional port. The New South Wales Government has now committed itself to a full feasibility study of the scheme, at a cost of U.S. $280,000. A preliminary study has indicated that a harbor of 3,000 acres in size, capable of handling vessels up to 150,000 tons dwt and with a draught up to 60 feet, could be built at a cost of about U.S. $84 million. This preliminary survey indicated that large areas of the natural harbor have a depth of 60 feet or more while some areas exceed 100 feet. The only problem with this location is that the entrance channel is rather tortuous and has a limiting depth of 27 feet. The channel has a sandy bottom and it is hoped that this can be dredged to a suitable depth, but until the study reveals the nature of the tide race, this will not be known. The economic factors behind the development at Port Stephens are coal and petroleum and the need to provide facilities for bigger ships to move these commodities. Newcastle has limitations on handling large bulk carriers. There are large coal deposits in the area surrounding Port Stephens and a proposal to build an oil refinery in the area has been discussed. Road access to the new port site should be no problem as the main New South Wales-Queensland link of the Pacific Highway runs near; crossing one of the arms of the Port. Rail access would call for laying a line of about 40-50 miles length to connect the area with the nearest track. As yet, the Department of Public Works has no firm idea as to what, in the way of wharfage, is to be built at Port Stephens, nor how construction contracts will be handled: whether piecemeal, in stages or through one turnkey contracts.

GERMANY—AG Weser Bremen, Federal Republic of Germany's second largest shipyard, announced a $12.5 million investment program to **enlarge and rationalize shipbuilding facilities in Bremen and Bremerhaven,** to be completed by late 1972. Principal targets are to improve material flow, extend existing prefabricating facilities, and rationalize operations including administrative work. A new multi-purpose building for extracurricular activities of plant personnel is also included. The larger part of the expenditures will be used for the extension of existing buildings, a slipway in Bremerhaven, open-air storage and assembly facilities and other construction work. New equipment will include cranes with lifting capacities up to 68 tons, pipe-bending machines and de-scaling equipment. According to a company official, most of the new equipment has already been contracted out, with the exception of the following: 1) equipment for de-scaling shipbuilding plate and sections, having a capacity of 35 to 40 plates or sections per hour. Plate dimensions: 16 x 3.2 meters, weight: 16 tons each. 2) air circulation and filtering equipment for a sand-blasting and paint-spraying plant. The filter equipment must separate sand from the air and absorb gases formed from spraying paint. In addition, used sand, passing through crevices into underground rooms, is to be conveyed into an above-ground bin were it will be transported away from the plant. 3) canteen furniture and equipment, including dishwashing equipment, for serving 700 persons at a time (possibly self-serving automats). 4) 1,000 personnel lockers, each consisting of a section for street clothing and another for work clothes. Offers may be addressed to: A. G. Weser, Abt. EP, Attn: Dipl. Ing. Jonas, Postfach 210280, 28 Bremen 21, Germany

ITALY—Reports indicate that the Interministerial Committee for Economic Planning (CIPE) has examined and approved investment plans submitted by the Pirelli Rubber Company and SIR (Societa' Italiana Resine) for the 1970-1974 period. Investments by Pirelli are expected to total $409 million, of which 40% or $173 million will be invested in southern Italy. Investment plans call for the **construction of a new tire factory** valued at $60 million in the Basento river valley in Basilicata. In addition to the new tire factory, Pirelli also plans to **expand its present factory in Triggiano,** province of Bari, with investments amounting to $8 million, and to **enlarge the Pirelli plant at Arco Felice** near Naples which produces heavy cables. The new factory will be located at Pisticci-Ferrandina in the province of Matera. Work on the project should begin before the end of this summer. The new Pirelli Basento plant is expected to begin production in 1972 with an initial output of slightly less than 5,000 tons annually of radial ply tires. The firm will be expected to attain maximum production of 46,500 tons yearly. The new tire complex will initially employ some 2500 workers and will expand to 3600 when full production is achieved. The plant will reportedly provide tires for the Alfa Sud Naples auto complex scheduled for completion in 1971, and will supply tires for FIAT which also is expanding in the South.

JAPAN—The Ministry of Transport recently revised its JFY 1969-1975 seven-year full-container-ship berth construction program in order to cope with the recent rapid increase in container traffic. The original plan called for the construction of 22 full-container-ship berths at the ports of Tokyo, Yokohama, Kobe and Osaka. Under the revised plan, **26 berths will be constructed.** Of these, 24 are scheduled for completion by March 1974; under the original plan, eighteen would have been completed by March 1974. The program will probably be expanded in the future, since the Shipping and Shipbuilding Rationalization Council has advised the Ministry of Transport that 33 full-container-ship berths will be required by March 1976. At Tokyo's Oi Wharf, the number of berths to be constructed has been increased from eight to nine. The length of five of these berths will be extended from the originally planned 250 meters to 300 meters. At Yokohama Honmoku Wharf, the number of berths to be constructed has been increased from three to four. Two berths will be 300 meters long. At Kobe Port Island Wharf, the number of berths to be constructed has been increased from six to eight. Six berths will be 300 meters long. For Osaka Nanko Wharf, the number of berths to be constructed remains at five, however, one will be 300 meters long, instead of 250 meters as originally planned. The above mentioned berths will be constructed by the Keihin (Tokyo Bay) and the Hanshin (Osaka Bay) Port Development Authorities. In other areas, the Nagoya Port Authority and shipping interests are considering the construction of three full-container-ship berths; the Moji Port Authority is considering the construction of two such berths at Tachinoura; the Niigata Port Authority is planning to construct one full-container-ship berth as a step in the development of the port of Niigata as a Japan Sea Coast gateway for trans-Siberian container service.

MALTA—The Government of Malta will open an area of Malta's Continental Shelf for **applications for petroleum production licenses.** A description of the area offered follows: The area lies northeast of Malta. To the north, it extends up to some 500 meters from the line calculated by Malta to be the median line between Malta and Sicily which is still unsettled. This area is restricted to another line some 6 miles away from Malta and Gozo in order to insure that as far as possible the surrounding waters are not polluted as a result of operations authorized by the licenses. In all other directions the area extends to where the depth of the superjacent waters is roughly 200 meters. This area (Area A) will be divided into two Blocks: Block I with an area 710 sq. nautical miles and Block II with an area of

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1074 sq. nautical miles. The Government will consider **applications for exploration licenses for the whole or parts of an additional area of Malta's Continental Shelf**, Area B, from holders of production licenses. To assist Malta in considering the applications, applicants are requested to indicate the degree of preference which they attach to the blocks of Area 'A' to which their applications relate. A summary of basic considerations required in respect to licenses granted in response to applications are outlined as follows: 1) In respect of the grant of a production license, $24.00 per sq. nautical mile per annum for the first three years, $48.00 per sq. nautical mile per annum for the second three years and $120.00 per sq. nautical mile per annum for the last four years, payable in advance. 2) In respect of the grant of an exploration license, $12.00 per sq. nautical mile per annum, payable in advance. 3) A royalty at the rate of 12½% by value. The Government intends to abide by the following criteria in choosing between applicants: (a) All applications will be considered provided they give sufficient guarantee that they can contribute to a rapid and thorough exploration and development of the oil resources that may exist on the Continental Shelf; particular attention will also be given to the work program offered and to the ability of the applicant to carry it out; (b) Weight will be given to proposals that contribute to the economic prosperity of Malta. Applications on the above may be submitted between Aug. 1-Oct. 15 to Dr. Giorgio Borg Olivier, Prime Minister of Malta, Office of the Prime Minister, Auberge D'Aragon, Valletta, Malta, where additional information may also be obtained. Application forms and the Main Coordinates of Areas A & B can be obtained from the U.S. Department of Commerce, Petroleum and Coal Division, BDSA-673, Washington, D.C. 20230 (202-967-2355).

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PAKISTAN—The Lahore Improvement Trust (LIT) has announced it will require the following items for its **development program under the Greater Lahore Water Supply, Sewerage and Drainage Project**: tubewell machinery, water supply and sewerage pipes, C.I. fittings, generators, compressors, loader cranes, trenchers, electric motors, electric switches, plants, drawing and surveying instruments, calculators, chlorinators, discharge recorders, pressure and suction gauges, storage tanks fixtures, laboratory equipment, comparators, etc. Contact: Director, Procurement & Stores, Water Wing, LIT, 4-A, Gulberg-V, Lahore.

PANAMA—The Minister of Education has announced the Government's plan to **construct and equip four vocational schools** in Panama. The schools and the anticipated costs are: Escuela Nautica, Panama City, $.5 million; Vocational School of Colon, $1 million; Vocational School of La Chorrera, $1 million, and Vocational School of Los Santos, $1 million.

PHILIPPINES—The Manila New Town Development Corp. (MNTDC) is interested in contacting U.S. corporations engaged in the construction of pre-fabricated housing of modular design. The corporation has a 450 hectare property and has options on an additional 750 hectares 21 miles north of Manila of which it intends to **develop a self-sufficient, integrated suburban residential community complete with commercial, industrial, recreational, educational and religious facilities.** The development schedule for this project is estimated at 15 years and will include approximately 12 thousand medium income housing units and 250 town houses. Total estimated cost of the project is P60 million for site development and P300 million for construction of houses and community facilities. Target production rate for housing construction is 5 units per day. The company intends to use modular design prefabricated housing units and contemplates utilizing approximately 200 different designs. The company hopes to be able to use local materials in constructing houses that will last at least 25 years, and is targeting for a maximum cost of P25,000 per house excluding land and site development costs. The company is now developing the site. Once the land is adequately surveyed and the main roads constructed, the company intends to begin house construction. The company plans to build an assembly plant for modular prefabricated houses on the site at which the houses would be produced for erection on concrete pads. The company hopes to set-up the assembly plant in early 1971 and begin production in mid-1971. The company has been unable to obtain local designers or contractors that are able to guarantee delivery of more than one unit per day. The company claims that it will need to erect four or five house a day in order for the project to be viable. The company would like to obtain proposals from U.S. companies able to provide technical assistance and equity or loan financing. U.S. inquiries should be addressed to Manila New Town Development Corp., Puyat Building, Escolta, Manila, Philippines.

QATAR—A new hotel is to be built in Doha, the capital of the Sheikhdom of Qatar in the Arabian Gulf. The new building, known as the Gulf Hotel, will be constructed and fitted by the local firm Ali bin Ali (WTD 5/70). The hotel owners will be the Qatar National Hotels Company Ltd., a major stockholder of which is the regional airline Gulf Aviation. When completed in about two years, the hotel should have 120 rooms, 20 VIP suites, banqueting facilities and a swimming pool. American firms interested in supplying equipment for this new hotel should write directly to Ali bin Ali, P.O. Box 75, Doha, Qatar, Arabian Gulf.

TAIWAN—The Government is applying for a second World Bank loan of U.S. $35 million for the **expansion of telephone facilities** in Taiwan. The loan will be used for the following projects which will be carried out during 1973-1976 under the sixth Four-Year Development Plan: 1) addition of 198,000 local telephone lines and 15,000 toll telephone circuits. 2) expansion of long distance network: microwave system—1,800 channels. Coaxial cables—1,680 channels. 3) construction of data communication system including a computer center and transmission channels. Interested companies should contact T.V. Miao, Director, Taiwan Telecommunication Administration, 21 Hsin Yi Road, Section 1, Taipei, Taiwan.

TAIWAN—The Government is planning to **build another satellite communications earth station** in Taiwan directed towards the Indian Ocean for satellite communications with Europe and Africa. This project is also linked with the further improvement of the existing Pacific satellite communications earth station for the establishment of a global satellite communications system. Construction of the projected second earth station is scheduled to begin in 1972 and to be completed in 1973. Total cost reportedly will be NT$48.5 million (U.S. $1,212,500) plus U.S.$3.1 million, of which NT$33.5 million (U.S.$837,500) and U.S.$2.1 million have been included in FY 1972 budget and the balance, in the budget for the following year. The Government has also earmarked funds for improving the existing satellite communications earth station; all materials needed will be purchased before the end of this year. Interested companies should contact T. L. Wang, Director, Chinese Government Radio Administration, 1826 Chung Cheng Road, Taipei, Taiwan.

VENEZUELA—The Ministry of Mines & Hydrocarbons, which took over administration of the Naricual Coal Mine at the beginning of the year, continues efforts to resume production at the mine which ceased in August 1963. In a trip to England last December, the Minister arranged for a group of British coal firms to underwrite a feasibility study of the possibility of **re-opening the Naricual Coal Mine** and combining its operation with construction of a coking plant to supply the state steel mill, SIDOR. The study reportedly will be completed in a

few weeks, and if the results are positive, the Venezuelan Government will proceed to re-open the mine and to form a joint venture for producing coke. The Government hopes that the current high demand for coal and coke will overcome economic considerations which in the past were an impediment to resuming production and to the coke project. The Naricual Coal Mine is located in the State of Anzoategui, approx. 14 miles from the port of Guanta. Production capacity is 600,000 MT per year and this can be increased to one million tons per year. Investment at the mine and the port will be approx. $50 million, and the government has been spending about $700,000 a year in maintenance. The mine was previously under the administration of the Guayana State Corp. (CVG) which originally hoped to use the coal to supply SIDOR. However, CVG did not carry out its original intent because it felt the quality of the Naricual coal would raise SIDOR's production costs inordinately. If the results of the feasibility study are positive, export opportunities would arise for coal-mining and transport equipment and for capital equipment for the coking plant. Further information is available from: Director de Minas, Ministerio de Minas e Hidrocarburos, Torre Norte, Centro Simon Bolivar, Caracas, Venezuela.

VENEZUELA—The Venezuelan Development Corp. (CVF) will grant the Lobatera Coal Mine a loan of $270,000 to **improve its coal mining equipment.** Lobatera is Venezuela's largest coal company, last year producing 27,000 MT of the 32,000 MT which were produced in the country. The mine is located in the northeast part of the State of Tachira, in southwestern Venezuela, and has estimated reserves of over two million tons. Further information is available from Dr. Jose Rafael Torre Olivares, Minas de Carbon de Lobatera, C.A., Carrera 10 No. 5-19, San Cristobal, Estado Tachira, Venezuela, Apartado 234.

VENEZUELA—The Venezuelan Development Corp. (CVF), a Government entity, plans to start construction in 1971 of a **pilot plant for the processing of food by canning, freezing, freeze-drying, dehydration and other processes** to develop new export markets. The plant will be located at San Felipe in the State of Yaracuy and will cost an estimated $4.4 million of which approx. 60% will be for imported machinery and equipment. The plant will include the following processes and products: vegetable canning (peas), vegetable freezing (broccoli), vegetable dehydration (potatoes), fruit canning (pineapples), fruit purees (bananas), fruit concentrates (tomato paste), soybean oil, wheat bread fortified with soya, sesame-soya milk powder substitute, dry soup with pre-cooked rice and freeze dried chicken. To equip the pilot plant and produce the foregoing products, the CVF plans to import one or more of the following items of machinery: reel washer, belt conveyor, treatment bath, pea huller, vertical retort, semi-automatic seamer, hand pack filler, labelling machinery, packing machinery, soaker-washer, blast freezer, vegetable peeler, vegetable and fruit cutter, drum dryer, pilot plant sieve, meat grinder, solids filter, heat sealer for plastics, pineapple sizer-corer, juice extractor, three-way centrifuge, batch filter, spin cooker-cooler, plate pasteurizer; agitated cooking kettle, high pressure homogenizer, pre-heater/steamer/screw blancher, piston filter, vacuum kettle, grain cleaner, flaking rolls, solvent extractor, hammer mill, fermentation cabinet, baking oven, colloid mill, high pressure homogenizer, filter press, spray-dryer, agitated cooking knife, swept surface evaporator, and a vacuum heat sealer. In addition, CVF is planning to send 15-20 Venezuelans abroad in early 1971 to be trained for not more than one year as food technologists, agronomists and industrial engineers. Since the foregoing is to be a pilot plant to produce products for export and since private companies will be encouraged to establish manufacturing facilities for those products for which a foreign demand is found, this provides a unique opportunity for U.S. companies to 1) provide the machinery and equipment required for the pilot plant and to give necessary technical advice with a view subsequently to providing additional equipment for production on a commercial scale, 2) assist with the training of the Venezuelan technicians in the use of U.S. equipment and in U.S. technology, and 3) give guidance as to the types of processed food for which there would be a demand in the United States and other countries. Interested U.S. firms should contact, in English or Spanish: Dr. Miguel Castillo Blanco, Subgerente de Services Tecnicos, Corporacion Venezolana de Fomento, Centro Simon Bolivar Norte, 6° Piso, Caracas, Venezuela, Telephone 42.18.45.

VENEZUELA—Seven international firms received a listing from the Ministry of Mines and Hydrocarbons with specifications on which to base formal tenders, due Aug. 13, for a joint venture with the Government to **explore and exploit nickel deposits in Loma de Hierro,** between the States of Aragua and Miranda. Deposits are estimated at 38 million metric tons of dry mineral with an average nickel content of 1.5%. The Ministry assured interested firms that evaluation of the tenders will permit the Government to select the project it judges most favorable to Venezuelan interests in accord with applicable legal requirements. It did not say whether the project will require Congressional review; previously it indicated the matter must be approved by the Venezuelan Congress. The project feasibility study, completed in June 1968, was done by Societe Le Nickel. However, as the Government and Le Nickel were unable to arrive at an agreement on a joint venture to implement the project, arrangements with the French firm were terminated. Subsequently, the Ministry invited 12 international firms, including Le Nickel, to make preliminary offers. The seven firms which responded and received the basic guidelines were: Whittaker Corp.; Occidental Minerals Corp. de Venezuela (Occidental Petroleum); National Bulk Carriers; Koninklijke Naderlandesche Hoogovens; Jrafikaktiebolaget Grangesberg-Oxelosund; Universal Nickel Corp., and Societe Le Nickel.

VENEZUELA—Further details have been obtained on the **amusement park** to be constructed in Caracas. (See INTERNATIONAL COMMERCE, July 27.) The park will be constructed under the jurisdiction of the "Instituto Autonomo Parque del Este", an autonomous Government agency. In the near future, public bidding will be opened among domestic and foreign financing and construction companies and consortia for the design and execution of the project. The park will be located at a site called "Hoyo de la Puerta" on the south-eastern outskirts of Caracas and will consist of parks, mechanical devices and popular attractions. The park will be accessible from a four-lane highway. All construction and equipment is to be financed by the company whose bid is accepted. Companies with interest in participating in the future bidding procedure should write as soon as possible to: Ing. Antonio J. Agostini H., Director-Gerente, Instituto Autonomo Parque del Este, Avenida Francisco de Miranda, Caracas, indicating their interest and capacity in the architectural and technical design of such a park and their possibilities to provide financing for the project.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in INTERNATIONAL COMMERCE and *Commerce Business Daily* during April, May and June 1970 is available to U.S. firms from the International Liaison and Trade Opportunities Staff (ILTO), BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the first quarter summary for 1970 is also available upon request and will be distributed on a first-come basis.

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New Books and Reports

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1969. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Libya. OBR 70-25. 22pp. Gives general information on the country's geography, climate, population and government; the structure of the economy and the various economic sectors; labor force, finance, and foreign trade; as well as a review of development planning and the economy's overall outlook.

Market Profiles for Western Europe and Canada. OBR 70-29. 22pp. One-page summaries of the current economic situation in 18 Western European countries, Canada, the EEC and EFTA.

Market Profiles for Latin America and the Caribbean. OBR 70-30. 24pp. Provides one-page summaries of the market situation in 22 countries of the Western Hemisphere.

Market Profiles for the Near East and South Asia. OBR 70-31. 18pp. One page roundups of the market outlook in seventeen nations in the area.

Selling in Yugoslavia. OBR 70-32. 8pp. Gives milestones on the road to selling the Yugoslav market, describes commercial practices, marketing aids, Government procurement practices, selling under U.S. export promotion programs and gives tips for business travelers.

***OECD Economic Surveys of Belgium-Luxembourg (65pp.), Canada (50pp.) and the Netherlands (53pp.).* Organization for Economic Cooperation and Development, Paris. 80¢ apiece.**

For each nation, the report outlines recent trends, official economic policy, describes prospects and offers conclusions.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

***Investment in Latin America.* The Economist Intelligence Unit. (QER Spec. No. 6), 1970. 38pp. $7.80.**

This report traces the changing pattern of foreign investment in Latin America, both by country of origin and by industrial sector. It contrasts the decline of British interest and the hesitancy of U.S. investors with the interest of Japan, France, Western Germany and The Netherlands. The major investments in the extractive industries are discussed. The potential of the petrochemical and automotive industries is pointed out. Tables, graphs and maps covering foreign investment in Latin America are included.

Write: Economist Intelligence Unit, Ltd., 633 Third Ave., New York, N.Y. 10017.

***Canadian Business Chartbook, 1970.* National Industrial Conference Board, New York. 1970. 39pp. $30.**

This fourteenth edition is revised and enlarged. Thirty-nine full page charts, extended by small inset charts, are presented in eleven sections to depict economic trends through the preceding decade. The principal revisions in this edition concern National Accounts where the Dominion Bureau of Statistics' work on the constituent parts through the past 25 years has evolved a comprehensive and tested system. The relevant sections of the Chartbook have been restructured and the accompanying commentaries and data indicate the conceptual and statistical changes involved. Separate sections deal with national accounts and expenditures; employment and wages; production; housing; retail trade; inventories, shipments and orders; prices; profits; money and credit; foreign trade; and international comparisons. Supporting statistics are included to aid in interpretation of economic trends.

Write: National Industrial Conference Board, 845 Third Ave., New York, N.Y. 10022.

***Canadian Trade Index: 1970.* Published by Canadian Manufacturers' Assn. 1,120pp. $36.**

Some 12,611 manufacturing companies are listed in the 1970 edition. Manufacturers are listed alphabetically with supporting information covering the names and titles of operating executives, parent and subsidiary companies, branch offices, brand names, foreign representatives and number of employees. A geographical breakdown lists companies by province and city and includes a finely classified listing of manufactured products. A product headings index is followed by a glossary of these in French.

Write: Canadian Manufacturers' Assn., 67 Yonge St., Toronto 215, Ontario.

***TWA MarketAir Export Guide to the Far East.* Trans World Airlines, MarketAir Trade Development, 605 Third Avenue, New York, N.Y. 10016. $1.00.**

TWA MARKETAIR, the world trade development unit of Trans World Airlines, has developed a marketing study as a sales guide on India, Thailand, Hong Kong, and Taiwan. The guide contains specific information aimed at helping businessmen enter or expand foreign markets. It provides information concerning business customs and practices; information on foreign trade regulations; marketing opportunities; wholesale distribution channels; and assistance available from other sources to U.S. exporters.

***International Business Research: Past, Present & Future.* By Lee C. Nehrt, J. Frederick Truitt and Richard W. Wright. Indiana University, Bloomington. 362pp. $7.50.**

An annotated bibliography and projection of research, this volume is the result of a project carried out under a 1965 Ford Foundation grant which proposed that the newly created International Business Research Institute at Indiana University prepare an inventory of recent and current research. Included are results of the use of the Delphi technique on a panel of thirty authorities in international business.

Write: IBRI, Bureau of Business Research, School of Business, Indiana University, Bloomington, Ind. 47401.

***OECD Financial Statistics* (semi-annual with four supplements). Organization for Economic Cooperation and Development, Paris. 418pp. $26 per year.**

This new periodical publication of the OECD gives detailed and comparable information on the financial markets of 14 European countries, the United States, Canada and Japan. It assembles information hitherto unpublished or obtainable only with difficulty in a large number of specialized publications in various languages. The data are integrated in a system of correlated tables.

OECD Financial Statistics will appear twice annually, with updating supplements published every two months.

Write: OECD Publications Center, Suite 1207, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

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Calendar *for international traders*

ANN ARBOR, MICH.—Sept. 3—Seminar on acquisitions and mergers in the international field. Campus Inn, 9 a.m.-5 p.m. Sponsor: Institute for International Commerce, U. of Michigan.

CHICAGO—Sept. 1—Automotive Exporters Club meeting, Builders Bldg.

CHICAGO—Sept. 16—Midwest Credit Management Ass'n meeting, Bismarck Hotel.

CHICAGO—Sept. 17—Int'l Trade Club dinner meeting, Conrad Hilton Hotel. Speaker: John A. Volpe, Secretary of Transportation.

DES MOINES—Sept. 10—Iowa European Trade Mission Reunion and Conference. Luncheon and afternoon meeting, Hotel Savery, 12:15. Sponsors: REEC, Greater Des Moines Chamber of Commerce, Iowa Development Commission, Commerce Field Office.

FAIRFIELD, CONN.—Sept. 3—Export Managers Club of Bridgeport (Southern Connecticut) monthly luncheon, Fairfield Motor Inn, noon.

HONOLULU—Sept. 16—How to Get Started in Exporting seminar, 10 a.m., Commerce Field Office.

MEMPHIS—Sept. 10—Export workshop, Union Planters National Bank. Sponsors: REEC, Field Office.

MEMPHIS — Sept. 15 — Memphis World Trade Club meeting, Sheraton Motor Inn. Program: on Japan by Mid American-Japan Trade Center, Chicago.

MINNEAPOLIS—Sept. 8—Briefing session on International Franchising, Commerce Field Office, 2 p.m. Speaker: D. S. Leeper. Sponsors: REEC, Commerce Field Office.

MINNEAPOLIS—Sept. 15—Briefing session on Agency Contracts, Commerce Field Office, 2 p.m. Speaker: Mike Olson. Sponsors: Field Office, REEC.

NEW YORK—Sept. 1—FCIB roundtable on Foreign Finance, Credit, Collection and Exchange Problems, Summit Hotel, 1:30 p.m.

NEW YORK—Sept. 9—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

NEW YORK—Sept. 10—Luncheon meeting of the Overseas Automotive Club, Summit Hotel, noon.

NEW HAVEN—Sept. 16—Luncheon meeting of the Combination Export Managers Assn. of Connecticut. Les Shaw's Restaurant, 11:15 a.m.-2 p.m.

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